N.W.D.A. Convention Story Starts on page 43

Oil, Paint and Drug Reporter

Founded 1871 by William O. Allison — *Member Audit Bureau of Circulations*

THE CHEMICAL MARKET AUTHORITY SINCE 1871

Volume 140
Number 14

Published by
Schnell Publishing Company, Inc.

October 6, 1941

SHARPLES TRADE MARK CHEMICALS

MONOBUTYLAMINE
DIBUTYLAMINE
TRIBUTYLAMINE

SHARPLES CHEMICALS Inc.
PHILADELPHIA CHICAGO NEW YORK

Established 1880

WM. S. GRAY & CO.
342 MADISON AVENUE
NEW YORK CITY

Cable Address: Graylime
Phone: MUrray Hill 2-3101

ROSIN
TURPENTINE
Chemicals Solvents

Baker's
Baker's
TIN CRYSTALS
(Stannous Chloride)
Large crystals assure less oxidation
J. T. BAKER CHEMICAL CO.
Phillipsburg, New Jersey
NEW YORK PHILADELPHIA CHICAGO

HIGH-PRESSURE CHEMICALS SYNTHETIC

A SYMBOL OF PROGRESS IN THE DEVELOPMENT OF HIGH-PRESSURE SYNTHETIC CHEMICALS

DU PONT

E. I. DU PONT DE NEMOURS & CO. (INC.)
Ammonia Department . . . Wilmington, Del.

LITHARGE

PRIOR CHEMICAL CORPORATION - NEW YORK
420 LEXINGTON AVENUE
Chicago Office: 230 N. Michigan Ave.

Sole Selling Agents for
Fort Washington Chemical Company
Fort Washington, Pa.

20 MULE TEAM

Guaranteed 99½% to 100% Pure

BORAX
BORIC ACID
Refined and U. S. P.

» Crystal » Granulated » Powdered » Impalpable »
» Calcined » Anhydrous »
Borax Glass Manganese Borate Ammonium Borate
Samples on request

PACIFIC COAST BORAX COMPANY
Dept. Q
51 Madison Avenue, New York
CHICAGO ILLINOIS

RECEIVED
OCT 6 1941
LIBRARY
THE CHEMISTS' CLUB

Similarly,

Only a Vitamin B Complex Product Containing All the Factors Can Give Complete Results

All of the factors . . . known, *unknown* and synthesized . . . are found in the following Yeast Products:

1. FLEISCHMANN'S HIGH B YEASTS
(Types 200-B, 90-B and 50-B)

2. FLEISCHMANN'S BEE-FLEX TYPE 321
(150 International Units B1 and 500 micrograms riboflavin per gram)

Inquiries are invited concerning these products for food and pharmaceutical uses.

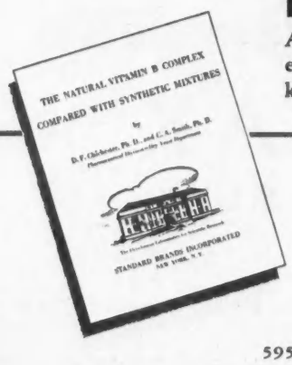
The entire

NATURAL B COMPLEX

contains:

KNOWN AND PRODUCED CHEMICALLY	Vitamin B_1 (Thiamin)
	Vitamin B_2 or G (Riboflavin)
	Nicotinic Acid
	Vitamin B_6 (Pyridoxine)
	Pantothenic Acid
SOME OF THE KNOWN BUT NOT YET SYNTHESIZED	Biotin (H)
	Anti-gray hair factor
	Factor W
	Vitamin L_2
	Vitamin B_3
	Vitamin B_4
	Vitamin B_5

plus the unknowns



FREE *BOOKLET ON THE B COMPLEX*
An enlightening summary of findings relative to the entire natural B COMPLEX in comparison with the known "synthetic" factors may be had upon request.

STANDARD BRANDS INCORPORATED

Pharmaceutical Division • Special Products Department

595 MADISON AVENUE NEW YORK, NEW YORK

Oil, Paint and Drug Reporter

Founded 1871 by William O. Allison
Member Audit Bureau of Circulation

Published by
Schnell Publishing Company, Inc.

Volume 140 | **October 6, 1941** | **Number 14**

RECEIVED OCT 8 1941 LIBRARY

U.S. to Build 2 More Magnesium Plants

OPD Washington Bureau
September 29, 1941

Construction and operation of two additional magnesium plants with a combined annual capacity of 60,000,000 pounds of metallic magnesium has been arranged by the Defense Plant Corporation at the request of the War Department, it was announced today by Federal Loan Administrator Jesse H. Jones. In connection with the construction of one of the plants the corporation will also build a chloride plant.

The larger of the two new magnesium plants will be located at Lake Charles, La. This will be constructed and operated by the Mathieson Alkali Works, Inc., New York, and will have an annual capacity of 36,000,000 pounds, and will cost approximately $16,000,000. The other plant will be built and operated by International Agricultural Corporation, New York, at Austin, Texas, with an annual capacity of 24,000,000 pounds. In connection with this plant a chloride plant will be built at Carlsbad, New Mexico, the overall cost of both to be approximately $12,317,000.

Both plants will be owned by the Defense Plant Corporation and operated for its account. Construction of the two new units will bring the total new magnesium capacity contracted for by the government corporation to 316,000,000 pounds of metallic magnesium annually.

Construction of the various units of the new plants is expected to take about eight to ten months. Power for operation of the Austin plant is expected to be supplied, in part at least, by the Lower Colorado River Authority. Representative Lyndon Johnson, of Texas, reported that officials of the authority will arrive in Washington this week to negotiate the contract for supplying approximately about 30,000 kilowatts, the present available surplus power supply of the government-owned power project, for delivery to the Austin plant.

Research Laboratories Defense Rating Clarified

OPD Washington Bureau
September 26, 1941

There has been some misunderstanding among research laboratories as to the proper method of applying the A-2 preference rating assigned to deliveries of materials and equipment to them, in preference rating order P-43. All applications should be filed on PD-88, and directed to the Chemical Branch, Office of Production Management, Washington, D. C.

The fact that the National Academy of Sciences is being asked by the Priorities Division to pass upon certain applications does not mean that any requests should be addressed directly to the academy by laboratories interested in the plan. All correspondence should be with the OPM Chemical Branch.

Williams Research Head For General Mills, Inc.

Dr. E. C. Williams, formerly vice-president of the Shell Development Company, has been elected vice-president and director of research for General Mills, Inc., Minneapolis, Minn. Dr. Williams, a member of the research committee of the National Research Council, before coming to the United States fourteen years ago, was recognized as an authority on industrial chemistry in England, where he was associated with the University of London as professor of chemical engineering.

Magnesium Trial Scheduled to Start

Trial of the Aluminum Company of America and codefendants on charges of monopolistic practices in the magnesium industry, scheduled for September 29 in Federal district court in this city, was postponed until October 6. Codefendants include I. G. Farbenindustrie, the Dow Chemical Company, the American Magnesium Corporation, and the Magnesium Development Company of Newark.

Aluminum Co. Scores In Antitrust Case

Judge Francis G. Gaffey, in the Federal district court in this city October 2, held that the Aluminum Company of America had not maintained monopolies in the production of castings, scrap and virgin aluminum. He held that Alcoa did not have a monopoly in bauxite, water power and alumina, essentials in the making of aluminum.

His rulings dismissed monopolization charges alleged by the government four years ago when it filed suit to dissolve the company, before aluminum became so precious a product in the defense program.

Other charges are to be discussed by Judge Gaffey during the next seven days in the government's four-year-old antitrust suit, in which the Department of Justice seeks to break up the $250,000,000 company into smaller units. Judge Gaffey has emphasized that none of his oral decisions are to be held final until he has approved the transcript of the record.

Penn Crude Oil Price Ceiling Action Imminent

OPD Washington Bureau
October 1, 1941

Action on the request of producers of Pennsylvania grade crude oil for elimination or lifting of the price ceilnig on this grade of petroleum will not be taken until sometime next week, Quinn M. Shaughnessy, head of the fuel section of the Office of Price Administration, said today. He explained that the record of the hearings held last Friday, at which time producers of Penn grade crudes and a Congressional delegation from the States producing these crudes requested the OPA to rescind the ceiling, had just reached his office and a thorough study will have to be made before any decision is made.

The ceiling was imposed by Price Administrator Leon Henderson on August 23, following by a week an increase in posted prices of from 23 to 25 cents a gallon. Mr. Henderson's order reduced the maximum prices by the same amount as the last increase.

Oil Tankcar Availability Reaffirmed at 20,000

OPD Washington Bureau
October 2, 1941

Further hearings by the Maloney committee on the shortage of petroleum products on the Atlantic seaboard were concluded today with a statement by J. J. Pelley, president of the Association of American Railroads, in answer to a sharp attack upon his credibility as a witness, made before the committee yesterday by Petroleum Coordinator Harold L. Ickes.

Mr. Ickes charged that Mr. Pelley

—Continued on page 84

OPM-OPA Chemical Sections Personnel Nears Completion

OPD Washington Bureau, October 2, 1941.

The chemical sections of the OPM and OPA are now pretty well shaken down into niches where the visitor, as well as the staff itself, can find out who handles what. A few more appointments remain to be made to key posts, and the many sub-units may expand, but both agencies are now able to draw up organization charts for themselves; something that has not been possible for several months.

The most recent shifts have been in the OPA chemical section, where Dr. Theodore J. Kreps has resigned as chief price executive to return to his Stanford University economics classes. Acting in his place is Dr. James A. Ross, on leave as professor of economics at Syracuse University, whose regular job in OPA is head of the chemical economics unit.

The acting head of this unit is Arthur Ross, whose regular title is assistant business economist. A new addition to the chemical section is T. E. Milliman, head of the insecticide and fertilizer unit. He formerly was with the Grange League Federation Exchange of New York, New Jersey and Pennsylvania, supervising its spray and fertilizer business.

The OPA chemical section works only on prices. The materials division of OPM has a large and well-departmented chemical branch which works only on problems of supply and acquisition by the government and defense contractors. Sort of in the middle, and advisory to both, is the chemical branch of the OPM civilian supply division.

The chief men and their assignments in all three units:—

OPA Chemical Section

Dr. James A. Ross, acting chief; Arthur Ross, acting chief, chemical economic unit; O. B. Helfrich, chief, solvents unit; John Boyer, chief, compressed gases unit; T. E. Milliman, chief, fertilizer and insecticide unit; J. F. Corwin, acting chief, plastics and resins unit; Robert P. Wight, acting chief, fine chemicals unit; Frank A. Delgado, acting chief, pharmaceuticals unit; Laurent LaBrie, acting chief, miscellaneous chemicals unit; Bernard David, acting chief, inorganic acids unit; Gus G. Goldberg, acting chief, coating materials unit; and E. E. Wynkoop, acting chief, coaltar chemicals unit. The post of chief, of the alkalies unit has not been filled as yet.

Materials Division

The personnel of the chemical branch of the Materials Division of the Office of Production Management follows:—

Dr. E. R. Weidlein, chief; Dr. E. W. Reid, assistant chief; George Moffett, assistant chief; Dr. D. P. Morgan, senior consultant; Lyman Chalklev, research and statistics; and F. H. Cabot, priority liaison.

Chiefs of Sections and Units

J. W. Wizeman, inorganics; Col W. H. Chamberlan, chlorine unit; J. B. Davis, protective coatings and detergents section; A. E. Peterson, organics section; Campbell Osborn and Edgar L. Pearson,

—Continued on page 37

Information Specialists Wanted by U.S.

OPD Washington Bureau
September 30, 1941

Information specialists are needed by the government in connection with every phase of national defense activity. To fill these positions, the U. S. Civil Service Commission has announced an examination for information specialists in press and publications, and in radio. There are over one hundred jobs to be filled in the various government agencies. Salaries range from $2,600 to $4,600 a year.

Persons with general experience in press and publications, or radio work, are needed, as well as persons with publicity experience in such specialized fields as foreign news reporting or editing, aeronautics, public health, conservation, economics, mining, agriculture and engineering. To qualify for the press and publications option applicants are required to have responsible professional experience in writing or editing for a large news-

—Continued on page 83

Inventory Materials Use Clarified by Nelson

OPD Washington Bureau
September 29, 1941

Limitation upon the circumstances under which preference ratings may be used by a supplier to obtain needed materials was contained in an interpretation relating the use of inventory materials to fill purchase orders bearing preference ratings, issued today by Donald M. Nelson, Director of Priorities. Mr. Nelson, in his interpretation, made the following three points:—

A producer who has received a defense order may not use a preference rating to procure materials with which to manufacture defense articles ordered if his inventory is already large enough to let him fill the order and still leave him with a practicable working minimum inventory.

If a producer's inventory is below a practicable minimum inventory, he may use a preference rating to procure the needed materials if this use of the preference rating is authorized. In such a case, however, he must not delay manufacture of the defense articles until he has received the materials, but must immediately start manufacture, using materials already in his inventory.

If a producer fills a defense order out of inventory materials without himself using a preference rating to obtain needed materials, he may not, after completion of the order, obtain materials to replenish inventory by use of a rating.

Texas Toluol Plant Cost $12,671,477

Completed five months ahead of schedule, the Baytown Ordinance Works, Baytown, Tex., which will manufacture toluol by a process developed by the Humble Oil & Refining Company and the Standard Oil Development Company, was erected at a cost of $12,671,477. Minor Construction details, which do not affect the operation of the plant, will be completed by October 21, the War Department announced.

A total of seventeen buildings was erected, including the three main operating units, a distillation unit, hydroformer unit and an extraction plant. Construction included 63,300 feet of water lines, 9,550 feet of gas lines. 50,000 feet of electric lines, 11,000 feet of sewer lines, 155,250 feet of oil lines, 4,630 feet of steam lines, 2,760 feet of air lines, 2 miles of roads and 1.7 miles of railroads.

One of the interesting points of the plant is the huge cooling tower in which 350,000 board feet of California redwood were used. Fifty 5-foot fans are used to cool the water passing through the tower. Modern safety equipment has been made an integral part of the plant in order to insure continuous operation without hazard to the employees.

OPD Price Index

The OIL, PAINT AND DRUG REPORTER'S relative record of prices for chemicals, oils, and drugs is currently as follows:—

Oct. 3, 1941	Sept. 26, 1941	Oct. 4, 1940
132.1	131.8	99.6

Coaltar chemicals, oils, fats, waxes, drugs and fine chemicals, and essential oils and aromatic chemicals are up from the preceding week. Botanical drugs, spices, and gums are down. Other groups are unchanged.

The base of the OPD Price Index is the average of prices in 1926 and 1936, those years representing extremes of price undulations in the interwar period.

Closing Markets

Cottonseed Oil Easier

Refined cottonseed oil futures declined moderately on Friday under scattered liquidation due to weakness in soybean and lard futures. Crude oil remained firm in the South. Miscellaneous oils, fats and greases also retained a firm tone.

Resale Prices

Resale quotations on some fine chemicals, offered at the close of last week, included U.S.P. zinc oxide at 50c. per pound; quinine sulphate at 83c. per ounce; and santonin at $210 to $215 per kilo. Offerings of codliver oil were made at $3.05 per gallon.

Wood Methanol Price Ceilinged at 60 Cents

OPD Washington Bureau
October 4, 1941

The OPA today established ceiling prices on methanol of wood origin applying to all sales on or after October 10.

In tankcar lots the ceiling is 60 cents per gallon for delivery east of the Mississippi River and 63 cents west of it. In drums or other containers in carload lots 6 cents per gallon may be added. In such containers in less than carload lots 16 cents per gallon may be added in either territory.

The ceilings apply to all transac-

—Continued on page 39

Bids Wanted

Ammonia, Anhydrous: — 45,200 pounds; Chemical Warfare Service, Edgewood Arsenal, Md.; invitation 24, opening October 6. 12,000 pounds; General Purchasing Officer, Panama Canal, Washington, schedule 5578, opening October 7.

Calcium Carbide:—1,770,400 pounds, various deliveries; Bureau of Supplies and Accounts, Navy Department, Washington, schedule 8884, opening October 23.

—Continued on page 83

Priorities Division Opens More Offices

Eleven new field offices have been opened by the priorities division of the Office of Production Management, Donald M. Nelson, director of priorities, announced. This brings to twenty-seven the number of priorities division field service offices.

At the same time, Mr. Nelson announced the appointment of John D. Pollock to head the priorities field service office in New York City. Mr. Pollock replaces Philip M. McCullough, who has been named as priorities co-

—Continued on page 37

F.T.C. Order Bans Hay Fever Cure Claims

OPD Washington Bureau
September 30, 1941

W. K. Sterline, Sidney Ohio, distributor of preparations for treating hayfever and asthma, and Mumm, Romer, Robbins & Pearson, Inc., Columbus, an advertising agency handling the Sterline advertisements, have been ordered by the Federal Trade Commission to cease and desist from misrepresentation in the sale of such preparations.

The respondents are ordered to cease and desist from the dissemina-

—Continued on page 78

Contents of This Issue

News and Statistics

Aluminum Co. Scores in Antitrust Case 3
Brand Warns Against Agricultural Boom 81
Continental Lever Interests Run by German Controller 78
Chase Drier Operations Moved to Cleveland 31
Chemical Engineers to Meet 5
Chemical Plant Expansions Approved 5
Chemical Workers and Payrolls Gain 5
Cork Allocation Plan Extended 4
Defense Contracts Recently Awarded 83
Dart Quits Walgreen Drug 78
Elasticity and Plasticity Seminar Meetings Set 40
F.T.C. Order Bans Hay Fever Cure Claims 4
F.T.C. Order Hits Federal Yeast Corp. 83
Forth Succeeds Putman as Cleve. Club President 66
General Aniline Control Purchase Banned by U.S. 5
Hypochlorite Package Ass'n. Formed to Gather Statistics 5
Information Specialists Wanted by U. S. 3
Inventory Materials Use Clarified by Nelson 3
Lead Under Priority Control 4
Merrell Co. Buys Loeser Laboratory 78
Magnesium Trial Scheduled to Start Today 3
N. D. Paint Chemists Elect Frigstad President 66
N.P.V.L.A. Convention to Have Credit Forum 4
Naval Stores Group Approves 1942 Program 4
OPA-OPM-Chemical Sections Personnel Nears Completion 3
Oil Tankers Are Available 3
Owens-Ill. Plans Tex. Unit 40
Paint Convention's Transportation Arranged 39
Potash Salts Deliveries for Six Months Reported 81
Priorities Division Opens More Offices 4
Paraffin Wax Ceiling Discussed 4
Penn Crude Oil Price Ceiling Action Imminent 3
Potato Starch Plants to Be Opened in Idaho 40
Research Laboratories Defense Rating Clarified 3
Shipping Containers Reuse Urged 5
Toronto Production Club Hears Conquergood 64
Texas Toluol Plant Cost $12,671,477 .. 3
Textile Chemists to Meet 5
Textile Chemists Study Army Uniform Fastness 5
Textile Technologists Meet 40
U. S. to Build two More Magensium Plants 3
Williams Research Head for General Mills, Inc. 3
Western Drug Groups Hold Golf Tourney 40
Wood Methanol Price Ceilinged at 60 Cents 4

General Features

Advertisers' Index 85
Bids Wanted 4
Chemical Price Trends 4
Classified Advertisements 64
Closing Market Developments 4
Contracts Awarded ..... —
Corporation Earnings ..... —
Dividends Declared ..... —
Editorials 32
Foreign Trade Openings ..... —
Foreign Trade Rules 83
Industrial Uses of Chemicals 80
Obituaries 63
OPD Forum ..... —
OPD Price Index 4
Prices Current 7
Scientific, Professional Services .. 78
Trade News Briefs 78
Washington Talks It Over 5
What You Can Use 40
Where You Can Sell 80

Market Reports

Botanical Drugs, Spices, Gums ... 75
Coaltar Chemicals 38
Drugs and Fine Chemicals 71
Dyestuffs, Textile and Leather Chemicals 41
Essential Oils and Aromatic 77
Fertilizer Materials 81
Heavy Chemicals 34
Oils, Fats and Waxes 67
Paint, Varnish and Lacquer Materials 64
Petroleum Products 79

Shipping Information

Cargo Ship Arrivals ..... —
Charters ..... —
Coastwise Shipments 83
Exports 83
Imports 82
Imports Detained 83

Chemical Prices Sent Higher

Upward the course of chemical prices kept its way last week. All sorts of items were in the procession. There was a noticeable inclusion of coaltar derivatives, a group which had been almost wholly free from boosting. Metallics stayed out of the upping—there were lower prices among aluminum powders and pastes. More price ceilings were on the verge, and still more were being shaped up.

Business was a rather calm process, with very little pushing in the regular lines for priorities, quotas, and other requirements. These provisos were becoming easier to get along with, although they were taking on weight that was pushing down consumption in many customary channels.

Prices were advanced on hydrate and sulphate of alumina, domestic calcined magnesite, refined sulphur, domestic cresylic acid, cresols, phenol, crude naphthalene, benzophenone, benzyl esters, phenylacetic acid, cinnamic alcohol, methylnaphthyl ketone, menthol, pentane amyl acetate, normal amyl alcohol, orthoamylphenol, castor beans, plain and sulphonated castor oils, chinawood, olive, and teaseed oils, halibut-liver oil, skim-milk power, saffron, dried blood and hoofmeal at Chicago, and cottonseed meal in the Southeast.

Prices were reduced on several aluminum pastes and powders, Argentine casein, ergot, gum rosin, gum and steam-distilled wood turpentines, acacia, and white pepper.

The result of the changes is shown in the *OPD Price Index* at the top of the column on the left.

Oil, Paint and Drug Reporter, Volume 140, No. 14, October 6, 1941. Published weekly by Schnell Publishing Company, Inc., 59 John Street, New York, N.Y., U.S.A. Telephone: REctor 2-9820. Annual subscription price:—United States and possessions, Cuba, Mexico, Central America, and South America, $5; Canada and Newfoundland, 7; other countries, $10. Entered as second-class matter January 15, 1884, at the Post Office at New York, N. Y., under the act of March 3, 1879. Copyright, 1941, by Schnell Publishing Company, Inc.

Paint Production Clubs To Meet October 27-28

The Federation of Paint, Varnish and Production Clubs will hold its twentieth annual convention in the Drake hotel, Chicago, October 27-28. In addition to the reading of numerous technical papers dealing with results of research tests conducted during the year, there will be an open forum discussion of technical problems relating to every phase of the industry as well as a report of the advisory committee on camouflage.

In conjunction with the meeting there will be presented the tenth annual "Paint Industries Show," composed of exhibits by numerous firms manufacturing and selling raw materials, machinery, and equipment for

—Continued on page 66

N.P.V.L.A. Convention To Have Credit Forum

The credits and collections committee of the National Paint, Varnish and Lacquer Association has planned a credit forum to be held in the Drake Hotel, Chicago, on October 28, immediately preceding the annual convention, which opens the following day. Among the topics to be discussed are "Strict vs Lenient Credit Methods," "New Accounts and Obligations to Existing Customers," and the effect of priorities on industrial sales and on trade sales.

Naval Stores Group Approves 1942 Program

The tentative 1942 naval stores conservation program was approved at a meeting of the industry in Jacksonville, Fla., September 23. Attendance at the meetng was made up of producers from all sections of the turpentine belt.

That it would be impossible to produce the quantity of naval stores provided for in the program for the next season was the belief held by producers. This contention was predicated on the scarcity and increasing cost of equipment and labor. On the other hand, the Forest Service of the Department of Agriculture was of the belief that 400,000 units would be produced in 1942 if market prices continue at current levels or trend upward.

Lead Under Full Priority Control

OPD Washington Bureau
October 3, 1941

All supplies of lead, domestic and imported, have been placed under full priority control by General Preference Order M-38 issued today by the Office of Production Management. Main points in the order are:—

Refiners and dealers in lead must file with the Director of Priorities not later than the twentieth day of each month a schedule of proposed shipments for the following months.

After October 1, when specified, each refiner must set aside from his production in a special pool a quantity of lead to be fixed from time to time; the lead in this special pool will be allocated directly by the Director of Priorities to meet emergency situations.

In shipping the balance of his production not covered by the pool, each refiner must give preference to defense orders as required by Priorities Regulation No. 1.

All lead released by the Metals Reserve Company will be allocated by the Director of Priorities.

Paraffin Wax Price Ceiling Discussed

OPD Washington Bureau
October 3, 1941

The Office of Price Administration met today with producers and some jobbers of paraffin wax to discuss the price situation. Further data will be gathered and perhaps another conference held which will include more distributors and users. Following which it is probable that a price ceiling order will be issued.

Textile Chemists To Meet October 31

The business program for the annual meeting of the American Association of Textile Chemists and Colorists, to be held in the Carolina, Pinehurst, N. C., October 31 to November 1, follows:—

National Defense

"1941 in the Dyestuff Industry," Albert E. Sampson, National Aniline & Chemical Company.

"The Chemical Manufacturer and the National Emergency," Dr. D. H. Powers, Rohm & Haas Company.

—*Continued on page* 39

Textile Chemists Study Army Uniform Fastness

The special committee of the American Associatiin of Textile Chemists and Colorists, organized to cooperate with the United States Government in an investigation for the purpose of improving the general color fastness of the woolen and worsted olive drab uniform fabrics, held a meeting at the Chemists' Club, this city, recently.

Approximately 500 samples were exhibited representing 150 different dye combinations which had been given weather tests of 10, 20 and 30 days at the Lowell Textile Institute under the direct supervision of B. A. Ryberg, associate director of research for the American Association of Textile Chemists and Colorists. Sixteen samples of recent deliveries of O. D. fabrics received from the Quartermaster Depot and weather tested were included in the exhibit.

The exhibit was examined by the committee members and several other invited guests who had cooperated in the preparation of samples used in this test. It was unanimously agreed that the O. D. fabric samples submitted by the Quartermaster Depot and weather tested, indicated a need for improvement. All of these samples were badly faded and the majority showed undesirable changes in shade.

The process of comparison and

—*Continued on page* 40

General Aniline Control Purchase Banned by U.S.

OPD Washington Bureau
October 2, 1941

The Treasury Department today announced that it had denied an application of the General Dye Stuff Corporation to acquire control of the General Aniline & Film Corporation from its present owners, Internationale Gesellschaft fuer Chemische Unternehmungen A. G., a Swiss holding company. The department gave no reason for its action. The General Dyestuff Corporation, New York, is exclusive sales agent for General Aniline, an American corporation with headquarters in New York.

General Dyestuff, appealed in its application for a Treasury license to buy 1,550,000 shares of General Aniline stock from Swiss Chemie. The Swiss firm, corporate ownership of which has never been made public, owns more than 90 per cent of the outstanding stock of General Aniline, which organized originally with the name of American I. G. Chemical Corporation under the sponsorship of German I. G., and guaranteed a $30,000,000 issue of debentures. More than half of the debentures are still outstanding and are still guaranteed by German I. G.

General Aniline & Film Corp. has issued the following statement:—

With reference to the announcement that the Treasury had denied the application of General Dyestuffs Corp. to purchase from I.G. Chemie, a Swiss corporation, the controlling stock of our company, General Aniline & Film Corp. wishes to state that these shares have been blocked by the Treasury since May, 1940.

General Dyestuffs Corp. made its application without the knowledge of the Board of Directors of General Aniline & Film Corp. and subsequently refused to advise our board of any of the details of the application or of the option which it claimed to have obtained from I.G. Chemie. The board of directors did not favor this application.

The current articles recite D. A. Schmitz as president of General Aniline & Film Corp. D. A. Schmitz is not now and since September 23, 1941, has not been president of this company.

Washington Talks It Over

Observations • Prognostications • Developments

By OPD Observer

Latest worry of business is Secretary Morgenthau's suggestion that all profits be limited to 6 percent on invested capital, with taxes taking the rest. He admits the experts might have to do a little figuring to work out the formula. Included in such figuring would have to be answers to such questions as: What is invested capital? What are profits? What to do about a company that started on a shoestring and plowed back its earnings so it actually has an insignificant amount of "invested" capital? Should there be any allowance for losses in bad years? If business could be assured of a 6 percent return every year it wouldn't squawk so much about the government grabbing the excess, but if it can't balance the lean with the fat, there soon won't be any such thing as invested capital in this country.

The capital doesn't take Henry the Morgue seriously on this; figures he is offering it for trading purposes in hopes of getting the stiff excess profits tax Congress has twice refused. But the New Deal social reform objectives coupled with the requirement that somebody must pay for the defense program make it pretty certain that there won't be any huge business profits in the future, regardless of the outcome of the present controversy.

OPA Silence No Consent

OPA sees red whenever somebody raises a price and drops a hint that it was all fixed up with OPA in advance—that OPA publicly requested stable prices but privately winked at the boys and told them to go ahead. This has happened on a number of commodities recently, including lacquer materials and solvents. Market gossip usually is to the effect that the boosts are o.k. by Washington, but OPA thinks these rumors are planted by people who want to believe them to ease their consciences.

Fact is OPA listens to lots of producers who claim they ought to be getting higher prices for one reason or another, but usually it just listens. Maybe the conferees go away with the idea they have won their case just because OPA does not crack down with a violent and public "No." Actually, OPA sanctions no price increases clandestinely. It will permit increases where it can be proved that costs have risen too much for margins to absorb, but in such cases it says so publicly.

Chemical Prices Watched

OPA is its own bottleneck on chemical price ceilings. It is preparing to crack down on prices of a lengthy—and growing—list of chemicals, but it hasn't the staff to work up several cases all at once, prepare the orders, and get them signed. But part of the delay is due to a hope—frequently vain—that producers can be induced to keep prices at July levels without ceiling orders. This may work out in rare cases where there are only a few prdoucers in an industry, but a flock of chemical ceilings are in preparation, and some recent price increases will be repealed retroactively. Among the products tentatively scheduled for price control are glycerin, paraffin, acetone, acetates, butyl alcohol, and several others. In fact, any chemical price increase is viewed with the utmost suspicion.

Beat Olive Oil Racket

Consumers should beware of a racket that has sprung up in selling domestic salad oils flavored with olive oil, warns Harriet Elliott, consumer watchdog in OPA. She explains difficulties of importing have created a shortage of the genuine article, and suggests that housewives experiment with corn, cottonseed, soybean, and peanut oils if they can't get olive oil. After excoriating the olive oil adulterers, Professor Elliott blandly advises the women of the country to make their olive oil go farther by mixing it with 75 percent of corn oil.

Meanwhile, FDA is wondering what to do about labels and standards if and when there appears on the market an experimental product consisting of domestic salad oil in which a small amount of real olive pulp is mixed. It is said to be like olive oil in every respect except ancestry, and the question is what to call it.

Magnesium from Fertilizer

Airplanes will be a by-product of fertilizer when the Union Potash & Chemical Corporation starts producing magnesium metal at its plant near Austin, Texas, as announced this week by RFC. Out in Carlsbad, N. Mex., Union Potash mines silvite (potassium chloride) and langbeinite (a double sulphate of magnesium and potassium) which is combines to get potassium sulphate and potash fertilizers containing some manganese, which feeds plants as well as planes. But the process leaves quite a pile of magnesium chloride as a waste product. Now it will take this waste (and probably go after more of it on purpose), dehydrate it, and ship it to Austin, where cheap power from two new dams will run a metallic reduction plant which will use either the Dow or the Magnesium Electron (British) magnesium chloride-electrolytic process.

Glycerin Ceiling Coming

Market men thought OPA was just talking when it dropped hints a couple of weeks ago that the glycerin market was going to be busted open. Glycerin producers still thought that way last week when OPA called them in for a conference, for they talked about rising costs, about appointing a committee, and about sending questionnaires to obtain cost data. OPA listened, but started right in to write up a price celing order on the basis of data it has been gathering itself. Unless there is an internal delay, the ceiling should be in effect before the industry can get a committee to functioning.

Ceilings without Walls

It's not through ignorance or oversight that OPA price ceilings frequently apply only to sales of more than so much at one time (the minimum is 3,000 pounds in the case of acetic acid). Officials say they try to fix the ceiling on the smallest normal unit of sale by primary producers, hoping that small-lot sales will keep somewhere in reasonable relation thereto. OPA can't police all sales, and small-quantity buyers normally have to pay a little more than bulk users, but if these exemptions open the way for substantial amounts of chiseling something may be done about it. OPA still thinks there are too many resellers of chemicals for the good of the market and consumers generally, and drops dire hints that certain ones may disappear some fine day.

Chemical Deal Blocked

Freezing by the Treasury Department of assets, credits, and commercial transactions of European nations in this country has many ramifications and uses, as shown by the bare announcement that the Treasury denied an application of the General Dyestuffs Corporation to purchase the controlling shares of the General Aniline & Film Corporation from Internationale Gesellschaft fur Chemische Unternhmungen, A.G. (I.G. Chemie), a company organized under the laws of Switzerland.

The Treasury made no explanation,

—*Continued on page* 81

Chemical Workers And Payrolls Gain

Employment Up 0.9 Percent—Payrolls Gain 1.8 Percent—Both Are Above 1940 Figures

Employment in factories engaged in the manufacture of chemicals and related products in the United States noted an increase of 0.9 percent from July 15 to August 15, according to the Bureau of Labor Statistics. At the end of the monthly period employment was 18.1 percent above the corresponding level of 1940. Payrolls showed a gain of 1.8 percent from July 15 to August 15 and stood 32.7 percent above the corresponding level for 1940.

The Bureau of Labor Statistics index number for factory employment in the chemical group of industries on August 15 was 141.2 (100 equals 1923-25 average), compared with 138.3 for July 15 and 119.4 for August 15, last year. For payroll totals the index number was 178.5 (same basis), compared with 175.2 for July 15 and 134.4 for August 15 last year.

The bureau's general index numbers for all manufacturing industries April 15, 1940, showed the following comparisons:—

	Aug., 1941.	July, 1941.	Aug., 1940.
Employment	132.5	130.6	107.4
Payroll totals.....	157.0	152.8	105.5

Employment in the chemical group of industries was 0.6 percent above the average of all industries. Payroll totals were 13.6 percent above the general average for industries.

—*Continued on page* 37

Chemical Plant Expansions Approved

Of the certificates of necessity approved by the National Defense Advisory Commission from September 1 to September 15, in connection with the construction and acquisition of were the following:—

Ammonia and Soda Nitrate:—Solvay Process Company, Syracuse, N. Y.; $1,388,000.

Coke By-Products, Coal, Pig Iron:—Sloss-Sheffield Steel & Iron Company, Birmingham, Ala.; $28,000.

Dried Egg Products:—Armour & Co., Chicago, Ill.; $19,000.

Dried Egg Products:—Armour & Co., Chicago, Ill.; $15,000.

Dried Egg Products:—Domestic Egg Products, Inc.; New York; $124,000.

Dried Egg Products:—Omaha Cold Storage Company, Omaha, Neb.; $20,000.

Gasoline and Petrol Products:—Coastal Refineries, Inc., Taylor, Tex.; $17,000.

Gasoline, Oil and Petrol Products:—Shell Oil Company, New York; $413,000.

Gasoline:—Pan American Refining Corporation, New York; $30,000.

Zinc Concentrates, Calcined:—National Lead Company, St. Louis; $434,000.

Shipping Containers Reuse Strongly Urged

Conservation of shipping containers through reuse was recommended at the shipping container conference held by the American Management Association in the Hotel New Yorker September 27 at the request of the Office of Production Management.

Speakers at the meeting conveyed the following: Shortages have already developed, but they will not be fully felt until next year; requirements for shipping containers for the lease-lend program will be huge; direct Army requirements may start to decline shortly and delivery dates have been extended to as much as 330 days; wooden container industry is running at the greatest pace since the last war, and box and crating lumber is not scarce, but there is a decided shortage of metal items, such as nails, staples, wire and strappings.

Hypochlorite Package Ass'n Formed to Gather Statistics

National Association of Hypochloride Package Manufacturers has been formed to gather statistics on the use of chlorine as a disinfectant and the use of soda hypochloride in the food industries. Such were to be used as a basis for endeavoring to get a priority rating for the industry's requirements. The statistical committee data of the organization is headed by William J. Roth, president of Chlorix Company, Oakland, Calif.

MERCK CONTRIBUTIONS IN THE VITAMIN FIELD

1934	*Ascorbic Acid Merck (U.S.P.) was made available.*
1936	*Vitamin B_1 was synthesized in the Merck Research Laboratories.*
1937	*Vitamin B_1 Crystals Merck (Thiamine Hydrochloride U.S.P.) was made available.*
1938	*Nicotinic Acid Merck (U.S.P.) was made available.*
1938	*Riboflavin Merck (Vitamin B_2) was made available.*
1938	*Alpha-Tocopherol (Vitamin E) was identified and synthesized by Merck chemists and their collaborators in other laboratories.*
1939	*Vitamin B_6 was synthesized in the Merck Research Laboratories.*
1940	*Vitamin B_6 Hydrochloride Merck was made available.*
1940	*Alpha-Tocopherol Merck (Vitamin E) was made available.*
1940	*2-Methyl-3-Phytyl-1, 4-Naphthoquinone (Vitamin K_1) was made available.*
1940	*2-Methyl-Naphthoquinone Merck (Vitamin K Active) was made available.*
1940	*Pantothenic Acid (Member of B Complex) was identified and synthesized by Merck chemists and their collaborators in other laboratories.*
1940	*Calcium Pantothenate Dextrorotatory Merck was made available.*

WITH vitamins commercially available as pure substances, it is possible to formulate desirable vitamin combinations with consummate ease. By using these pure chemicals of known and uniform potency, the proportions of the individual vitamins can be readily adjusted to meet the pharmaceutical manufacturer's specific requirements. It is only through the use of these pure vitamins that the high dosages indicated in severe deficiency states can be provided.

The identity of pure vitamins produced by chemical synthesis, and pure vitamins derived from natural sources—in chemical composition, physiologic function, and physical characteristics—is definitely and authoritatively established.

Our scientific staff and laboratories are prepared to serve you.

MERCK

MERCK

FINE CHEMICALS FOR THE PROFESSIONS AND INDUSTRY SINCE

* 1818 *

MERCK & CO. Inc. *Manufacturing Chemists* **RAHWAY, N. J.**

NEW YORK • PHILADELPHIA • ST. LOUIS • *In Canada:* MERCK & CO. Ltd., Montreal and Toronto

Current Market Quotations

October 3, 1941

All matter under this heading fully protected by copyright

Unless otherwise indicated, quotations are first-hands on large lots, f.o.b. New York. Price changes, trends, and resale prices are noted in the market reports, with other informative comment. The locations of the several reports is indicated on page 4.

Defense Status of Materials

Application of SPAB regulations to materials listed below is indicated by superior figures as follows:—[1] Price Ceiling; [2] Price Suggestion or Agreement; [3] Full Priority Control; [4] Industry Control; [5] General Limitation Order; [6] Critical List (Army and Navy Munitions Board).

A

Acacia (see Gum, arabic).
Acetal, cbys., works.....lb. 1.00 - 1.50
Acetaldehyde, 99%, dms., 55 and 110 gls., works..lb. .11 - —
5 and 10 gls., works.....lb. .14 - —
Acetamide, CP, kgs., 5,000 lbs. a year, works..lb. .36 - —
200-lb. lots, works.....lb. .38 - —
100-lb. lots, works.....lb. .55 - —
5 to 50-lb. lots, works....lb. .70 - —
tech., kgs., 5,000 lbs. a year, works..lb. .28 - —
200-lb. lots, works.....lb. .30 - —
100-lb. lots, works.....lb. .45 - —
5 to 50-lb. lots, works....lb. .50 - —
Acetanilide, tech., cryst., bbls.lb. .29 - .31
powd., bbls.....lb. .27 - .29
USP, cryst., bbls., 2,000-lb. lots, lb. .32 - —
smaller lots.....lb. .33 - —
dms., 25-lb lots.....lb. .38 - —
kgs., 2,000-lb. lots.....lb. .33 - —
smaller lots.....lb. .34 - —
powd., bbls., 2-000-lb. lots..lb. .30 - —
smaller lots.....lb. .31 - —
dms., 25-lb. lots.....lb. .36 - —
kgs, 2,000-lb. lots.....lb. .31 - —
smaller lots.....lb. .32 - —
Acetoacetanilide, dms.....lb. .47 - .48
Acetone, CP,[2,5] dms., c.l., dlvd.lb. .08½- .09½
l.c.l., dlvd.....lb. .09 - .10
tanks, dlvd.....lb. .07 - .08
Methyl (see M)
Acetonitrile, dms., works.....lb. 1.00 - 2.00
Acetophenone, cns., dms.....lb. 1.55 - 1.60
Acetophenetidin, bbls., kgs., 1,000 lbs..lb. 1.00 - —
50 lbs., dms.....lb. 1.08 - —
25 lbs., dms.....lb. 1.10 - —
Acid, abietic, dms., c.l., f.o.b. all points in U.S. E. of and including Kans., Neb., N.D., Okla., S.D., Tex. E. of Austin and Brownsville..lb. .08¾- —
l.c.l., same terms.....lb. .09 - .12
Acetic,[1] com'l or redist., 28% bbls..100 lbs. 3.18 - 3.43
cbys., cs.....100 lbs. 3.68 - 3.93
56%, bbls.....100 lbs. 5.18 - 5.43
cbys., cs.....100 lbs. 5.68 - 5.93
70%, bbls.....100 lbs. 6.19 - 6.44
cbys., cs.....100 lbs. 6.69 - 6.94
80%, bbls.....100 lbs. 6.91 - 7.16
cbys., cs.....100 lbs. 7.41 - 7.66
glacial, nat., CP, cbys.100 lbs.14.00 - —
99.5%, bbls.....100 lbs. 8.30 - 8.55
cbys.....100 lbs. 8.80 - 9.05
tanks .....100 lbs.10.25 -10.50
USP, bbls.....100 lbs.10.25 -10.50
cbys .....100 lbs.10.75 -11.00
synth., 99.5%, al. dms, works, 100 lbs. 8.45 - 8.70
tanks, dlvd.....100 lbs. 6.25 - —
USP XI, al. dms, works, 100 lbs.10.25 -11.00
CP, dms., works..100 lbs.13.50 -14.25
pure, 30%, bbls.....100 lbs. 4.23 - 4.48
cbys., cs.....100 lbs. 4.73 - 4.98
36%, bbls.....100 lbs. 4.81 - 4.86
cbys., cs.....100 lbs. 5.11 - 5.36
60%, bbls.....100 lbs. 7.17 - 7.42
cbys., cs.....100 lbs. 7.67 - 7.92
80%, bbls.....100 lbs. 8.70 - 8.95
cbys., cs.....100 lbs. 9.20 - 9.46

Acetic acid price differentials above are for c.l. and l.c.l. quantities, the prices apply delivered within the Metropolitan zones unless otherwise indicated in the above prices.

Acetic, anhydride,[2] dms., c.l., frt. alld..lb. .11½- —
l.c.l., dms., frt. alld.....lb. .13 - —
Acetylsalicylic, special, USP, fine cryst., gran., 200-lb. bbls.lb. .45 - —
standard, USP, fine cryst., gran., 20 or 40 mesh, 200-lb. bbls..lb. .40 - —
powd., 80 mesh, 200-lb. bbls. lb. .40 - —
Adipic, fib. dms., works.....lb. .31 - —
Anthranilic, refd., bbls.....lb. 1.15 - 1.20
tech., bbls.....lb. .75 - —
Arsenous, tech. (see Arsenic, White).
USP, powd., dms., kegs....lb. .20 - .22
Ascorbic, bots., dms.....oz. 1.85 - 2.10
Battery, cbys., c.l., E. works. 100 lbs. 1.60 - —
l.c.l., 25 or more, E. works. 100 lbs. 1.85 - —
10-25, E. works....100 lbs. 1.95 - —
1-9, E. works.....100 lbs. 2.55 - —
Benzoic, tech., bbls., 4,000 lbs. or more..lb. .42 - —
1,000 to 3,900 lbs.....lb. .44 - —
900 lbs. or less.....lb. .47 - —
USP, bbls., 4,000 lbs. or more. lb. .54 - —
1,000 to 3,900 lbs.....lb. .55 - —
900 lbs. or less.....lb. .58 - .59
dms., 4,000 lbs. or more...lb. .55 - .56
1,000 to 3,900 lbs.....lb. .56 - .57
99 lbs. or less.....lb. .59 - .60
Boric, tech., 99.5%, gran., bulk, frt. alld..ton.93.50 - —
bgs., c.l., frt. alld...ton.96.00 - —
ton lots, ex-whse..ton.106.00 - —
less than ton lots, ex whse..ton.118.00 - —
Acid, boric, tech., 99.5%, gran., bbls., c.l., frt. alld..ton.106.00 - —
ton lots, ex whse..ton.118.00 - —
less than ton lots, ex powd., bgs., c.l., frt. alld. ton.101.00 - —
ton lots, ex whse..ton.113.00 - —
less than ton lots, ex whse..ton.118.00 - —
bbls., c.l., frt. alld..ton.111.00 - —
ton lots, ex whse..ton.123.00 - —
less than ton lots, ex whse..ton.128.00 - —
USP, $23 per ton higher
Butyric, 99%, dms., c.l., S. Charleston, W. Va..lb. .22 - —
l.c.l., same basis.....lb. .23 - —
tanks, same basis.....lb. .21 - —
Broenner's, bbls.....lb. 1.11 - —
Camphoric, cns.....lb. 6.95 - 7.00
Capric, dms.....lb. .19¾- .20¼
Caprolc, dms., works.....lb. .25 - .30
Caprylic, dms.....lb. .27 Nom.
Castor oil, split, dms.....lb. .18¼- .18¾
Chlorosulphonic, dms., c.l., wks. lb. .03 - —
5-drum lots, works.....lb. .03½- —
single drum.....lb. .04½- —
tanks, works.....lb. .02½- —
Chromic,[2,5] 99%, dms., c.l., dlvd. N. Y..lb. .16¼- —
l.c.l., 5 tons, dlvd. N.Y. lb. .16¾- —
smaller quantities, dlvd. N. Y..lb. .17¼- .18¼
Cinnamic, refd., bots.....lb. 3.50 Nom.
Citric, cryst., gran., bbls., car lots..lb. .20 - —
10,000-lb. lots, one shipt. lb. .20¼- —
smaller lots.....lb. .21 - —
anhydr. gran., dms., 10,000 lbs., one shipt..lb. .23 - —
smaller lots.....lb. .23½- .23½

Citric acid quotations on powder are ½c. higher than on granular. Keg packing is ½c. higher than barrels. Prices are f.o.b. N.Y. Chicago and St. Louis deliveries are ½c. higher than N.Y.

Cleve's, bbls.....lb. .65 - —
Coconut oil, dist., dms.....lb. .16¾- .17¼
Cottonseed oil, dist., dms....lb. .14 - .14½
tanks .....lb. .13½- —
Cresylic (coaltar),[4] high-boil 50%, 210°-215°, dms., c.l., works, frt. equald..gal. .76 - .81
l.c.l., same basis....gal. .78 - .83
special blends (50, 210°-215°), dms., c.l., works frt. equald..gal. .76 - .81
l.c.l., same basis....gal. .78 - .83
low-boil (50%, 204°-206°), dms., c.l., works, frt. equald..gal. .76 - .81
l.c.l., same basis....gal. .78 - .83
special blends (50%, 204°-206°), dms., c.l., works, frt. equald..gal. .76 - .81
l.c.l., same basis....gal. .78 - .83
imported, pale, dms...gal. No price
Cresylic (petroleum), high-boil (240°-300°), 20 or more dms., works..gal. .61 - —
1-19 dms., works.....gal. .63 - —
tanks, dlvd., East. U.S.gal. .58 - —
medium-boil (222°-249°), 20 or more dms., works.gal. .67 - —
1-19 dms., works.....gal. .69 - —
tanks, dlvd., East U.S.gal. .64 - —
Diethylbarbituric (see Barbital).
Formic, dom., 90%, cbys., c.l., works..lb. .10½- —
l.c.l., 25 cbys. and over.lb. .11 - —
1-24 cbys.....lb. .11½- —
Fumaric, tech., special, bbls., ton lots..lb. .27 - —
smaller lots, bbls., dms...lb. .28 - —
Gallic, tech., bbls.....lb. 1.05 - 1.08
NF VI, bbls., 200 lbs., 5 or more..lb. 1.22 - —
smaller lots.....lb. 1.25 - —
fib. dms., 25 lbs.....lb. 1.29 - —
Gamma, bbls.....lb. .85 - —
Gluconic, tech., 50%, bbls., 500 lbs..lb. .13 - —
100-lb. kgs.....lb. .15 - —
25 or 50-lb. demij.....lb. .21 - .23
5-lb. bots.....lb. .29 - —
H. bbls.....lb. .45 - —
Hydriodic, 45-47%, cbys.....lb. 2.42 - 2.44
5-lb. bots.....lb. 2.57 - —
57%, bots.....lb. 2.90 - —
Hydrobromic, 10% dilute, cbys., lb. .20 - —
concentrated, 34%, cbys....lb. .35 - —
Hydrochloric (see Muriatic)
Hydrocyanic, cyls., works....lb. .80 - 1.00
Hydrofluoric, 30%, bbls.....lb. .06 - .06¼
rubber, dms.....lb. .08 - .08¼
48%, lead, cbys.....lb. .12 - —
rubber, dms.....lb. .11 - —
52%, lead, cbys.....lb. .13 - —
rubber, dms.....lb. .12 - —
60%, lead, cbys.....lb. .14 - —
rubber, dms.....lb. .13 - —
Hydrofluosilic, 30-35%, 420 lbs., bbls..lb. .09 - .09¼
Acid, hypophosphorus, USP, 30%, djms..lb. .75 - .80
Lactic, tech., dark, 22%, bbls., c.l., works..100 lbs. 2.50 - —
l.c.l., works.....100 lbs. 2.75 - —
cbys., works....100 lbs. 3.75 - —
44%, bbls., c.l., works.... 100 lbs. 5.50 - —
l.c.l., bbls., works.... 100 lbs. 5.75 - —
cbys., works...100 lbs. 6.75 - —
light, 22%, bbls., c.l., works, 100 lbs. 3.50 - —
l.c.l., works.....100 lbs. 3.75 - —
cbys., works...100 lbs. 4.75 - —
44%, bbls., c.l., works... 100 lbs. 6.50 - —
l.c.l., works.....100 lbs. 6.75 - —
cbys., works...100 lbs. 7.75 - —
50%, edible, 20 or more, cbys..lb. .10¼- .11¼
5 to 19 cbys.....lb. .11 - .12
1 to 4 cbys.....lb. .11¼- .12¼
plastic grade, bbls., cbys., 20 or more..lb. .12¼- .13½
5 to 10, cbys.....lb. .12¾- .13¾
1 to 4, cbys.....lb. .13¾- .14½
80%, bbls., cbys., 5 or more.lb. .21 - .22
1 to 4, cbys.....lb. .21½- .22¼
USP, XI, 85%, cbys.....lb. .50 - .53
USP, VIII, 75%, cbys.....lb. .48 - .51
Lauric, dist., tech., dms....lb. .18¼- .18¾
Laurent's, bbls.....lb. .45 - —
Linseed oil, light, dms.....lb. .17 - .17½
Maleic, powd., dms.....lb. .30 - —
anhydride, dms., c.l.....lb. .25 - —
l.c.l. .....lb. .26 - —
Malic, powd., kegs.....lb. .47 - —
Mandelic, dms., 1,000 lbs....lb. 2.05 - —
smaller lots.....lb. 2.10 - 2.15
Mixed, tanks, nitric unit....lb. .05 - .06
sulphuric unit.....lb. .0085- .009
Molybdic, kegs, works.....lb. .95 - 1.10
Monochloracetic, tech., bbls..lb. .15 - .18
Monosulphonic, bbls.....lb. 1.50 - —
Muriatic, 18°, cbys., c.l., E., works..100 lbs. 1.50 - —
l.c.l., 25 and over, E. works..100 lbs. 1.75 - —
10 to 24, works...100 lbs. 1.85 - —
1 to 9, works...100 lbs. 2.45 - —
tanks, works.....100 lbs. 1.05 - —
20°, cbys., c.l., E. works. 100 lbs. 1.75 - —
l.c.l., 25 and over, works. 100 lbs. 2.00 - —
10 to 24, works...100 lbs. 2.10 - —
1 to 9, works...100 lbs. 2.70 - —
tanks, works.....100 lbs. 1.15 - —
22°, cbys., c.l., E. works. 100 lbs. 2.25 - —
l.c.l., 25 and over, works. 100 lbs. 2.50 - —
10 to 24, works...100 lbs. 2.60 - —
1 to 9, works...100 lbs. 3.20 - —
tanks, works.....100 lbs. 1.65 - —
CP, dealers, cbys.....lb. .06½- —
6-lb. bots.....lb. .17½- —
consumers, cbys.....lb. .06 - —
6-lb. bots.....lb. .19 - —
Myristic, dist., dms.....lb. .18 - .18½
Naphthenic, dom., acidity 160 dms., c.l., works..lb. .06½ Nom.
l.c.l., works.....lb. .07 Nom.
tanks, works.....lb. .06 Nom.
220 min. acidity, dms., c.l., works..lb. .09 Nom.
l.c.l., works.....lb. .09½ Nom.
tanks, c.l., works.....lb. .08 Nom.
240 min. acidity, dms., c.l., works..lb. .10 Nom.
l.c.l., works.....lb. .10½ Nom.
tanks, works.....lb. No prices
Nicotinic, 100-lb. cns.....lb. 7.15 - —
50-lb. cns.....lb. 7.25 - —
25-lb. cns.....lb. 7.30 - —
5-lb. bots.....lb. 7.46 - —
1-lb. bots.....lb. 7.50 - —
Nitric, 36°, cbys., c.l., E. works. 100 lbs. 5.00 - —
l.c.l., 25 and over, E. works..100 lbs. 5.25 - —
10 to 24, works...100 lbs. 5.35 - —
1 to 9, works...100 lbs. 5.95 - —
38°, cbys., c.l., E. works. 100 lbs. 5.50 - —
Western works...100 lbs. 5.75 - —
l.c.l., 25 and over, E. works..100 lbs. 5.75 - —
10 to 24, works...100 lbs. 5.85 - —
1 to 9, works...100 lbs. 6.45 - —
40°, cbys., c.l., E. works. 100 lbs. 6.00 - —
l.c.l., 25 and over, E. works..100 lbs. 6.25 - —
10 to 24, works...100 lbs. 6.35 - —
1 to 9, works...100 lbs. 6.95 - —
42°, cbys., c.l., E. works. 100 lbs. 6.50 - —
l.c.l., 25 and over, works. 100 lbs. 6.75 - —
10 to 24, works...100 lbs. 6.85 - —
1 to 9, works...100 lbs. 7.45 - —
CP, USP, dealers, cbys....lb. .11½- —
7-lb. bots.....lb. .21½- —
consumers, cbys.....lb. .13 - —
7-lb. bots.....lb. .23 - —
Oleum (see sulphuric fuming).

Acacia—Acrylonitrile

Acid, oxalic, dom., bbls., c.l., works..lb. .11¼- —
10,000 lbs. or over.....lb. .11½- —
smaller quantities.....lb. .12½- .14½
Palm oil, white, dist., dms..lb. .13¾- .14¼
tanks .....lb. .13¼- —
Paraminobenzoic, cns.....lb. 1.40 - —
Paranitrobenzoic, cns.....lb. .72 - —
Phenylacetic, bots.....lb. 1.85 Nom.
Phosphoric, 50%, pure food grade, c.l., bbls., works, frt. equald.... 100 lbs. 4.00 - 4.25
cbys., works, frt. equald. 100 lbs. 4.35 - 4.60
l.c.l., 10 or more, works, frt. alld.100 lbs. 5.25 - 6.25
1 to 9 cbys., works, frt. alld..100 lbs. 6.25 - 7.25
tankwagons, dlvd., N.Y., Phila. Met. area..... 100 lbs. 4.00 - —
75% pure food grade, c.l., bbls., works, frt. equald..100 lbs. 4.75 - 5.00
cbys., works, frt. equald. 100 lbs. 5.10 - 5.35
l.c.l., 10 or more, works, frt. alld.100 lbs. 7.00 - 8.50
1 to 9 cbys., works, frt. alld..100 lbs. 8.00 - 9.50
tankcars, works, frt. equald..100 lbs. 4.00 - 4.25
tankwagons, dlvd., N.Y., Phila. Met. area..... 100 lbs. 4.75 - —
USP, 85%, s. g., 1,710 cbys., 180 lbs..lb. .12 - —
50%, s. g., 1,347, cbys., 70 lbs..lb. .10½- —
dms., 25 lbs.....lb. .13 - —
10%, dilut., cbys., djms...lb. .07 - .07⅛
Picramic, kgs.....lb. .65 - .70
Picric, bbls .....lb. .35 - —
Propionate, synth., pure, 55-gal. dms., returnable, works..lb. .14 - —
tanks, works.....lb. .11 - —
Pyrogallic, tech., lump, powd., bbls..lb. 1.35 - —
cns. .....lb. 1.63 - —
USP, cryst., cns.....lb. 2.00 - —
resub., cns.....lb. 2.50 - —
Pyroligneous, bbls., dlvd. E.gal. .25 - —
Ricinoleic, com'l, split (see Acid, castor oil, split).
tech., dms., works.....lb. .32 - .37
Salicylic, tech., bbls.....lb. .33 - —
USP, bbls.....lb. .35 - .38
Sebasic, CP, bbls., works....lb. No prices
tech., bbls., works.....lb. No prices
Soybean oil, dist., dms.....lb. .17½- .18
Stearic, dist., double pressed, bgs., dlvd..lb. .14¼- .15¼
single pressed, bgs., dlvd..lb. .13¾- .14¾
triple pressed, bgs., dlvd...lb. .17 - .18
saponif., double pressed, bgs., dlvd..lb. .14¼- .15¼
triple pressed, bgs., dlvd..lb. .17¼- .18¼
Succinic, bbls.....lb. .75 - —
Sulphanilic, CP, bots., works.lb. 1.60 - 1.65
tech., dms., works.....lb. .17 - —
Sulphonaphthenic, dms.....lb. .04 - .10
Sulphuric, 60°, cbys., c.l., E. works..100 lbs. 1.25 - —
l.c.l., 25 and over, works. 100 lbs. 1.50 - —
10 to 24, works...100 lbs. 1.60 - —
1 to 9, works...100 lbs. 2.20 - —
tanks, E., works.....ton.13.00 - —
66°, cbys., c.l., E. works. 100 lbs. 1.50 - —
l.c.l., 25 and over, works. 100 lbs. 1.75 - —
10 to 24, works...100 lbs. 1.85 - —
1 to 9, works...100 lbs. 2.45 - —
tanks, E., works.....ton.16.50 - —
98%, tanks, works.....ton.17.50 - —
CP, USP, dealers, cbys.....lb. .06½- —
9-lb. bots.....lb. .15¼- —
consumers, cbys.....lb. .08 - —
9-lb. bots.....lb. .17 - —
fuming, 20%, tanks, E. works. ton.18.50 - —
Tannic, tch., bbls., dms....lb. .66 - .68
USP, fluffy, bbls., 1,000-lb. lots..lb. 1.13 - —
100-lb. lots.....lb. 1.15 - —
25-lb. lots.....lb. 1.18 - —
powd., bbls., 1,000 lbs....lb. 1.03 - —
smaller lots.....lb. 1.06 - —
Tartaric, USP, dom., cryst., gran., powd., bbls., 10,000 lbs. or more, one shipt...lb. .70½- —
smaller quantities.....lb. .71 - —
kgs. .....lb. .71½- —
Tobias, bbls.....lb. .55 - .60
Trichloracetic, bots.....lb. 2.00 - 2.50
Tungstic, CP, kgs., works...lb. No prices
Aconite, leaves, bls.....lb. .38 - .42
Root, bls.....lb. 1.10 - 1.15
Aconitine, amorph., bots.....oz.25.00 -28.00
15-gr. vials.....vial. 1.00 - —
cryst., bots.....oz.42.00 - —
15-gr. vials.....vial. 1.60 - —
Acrylonitrile, dms., c.l.....lb. .34½- —
5,000 lbs. or more.....lb. .35 - —
1 ton to 4,999 lbs.....lb. .35½- —
1 drm. to 1 ton.....lb. .36 - —
tank cars.....lb. .34 - —

Adeps Lanae—Belladonna

Adeps lanae, anhyd., dms.....lb. .19 - .20
hyd., dms.....lb. .17 - .18
Agar, 1 bls.....lb. 2.00 Nom.
Agaric, white, bls.....lb. No stocks
Albumen, blood, dark, flake, c.l., f.o.b. Chicago, frt. alld..lb. .10 - —
ton lots, frt. alld.....lb. .12 - —
bgs., same basis.....lb. .13 - .15
light, dom., flake, dms., f.o.b. Chicago, frt. alld..lb. .65 - .75
import, bgs.....lb. No prices
Egg, ed., dom., cryst., bbls..lb. 1.70 - 1.75
powd., dms., bbls.....lb. 1.75 - 1.80
import, cs.....lb. 1.70 - 1.75
Alcohol, amyl (see also Fuse. oil, refd.), ex pentane, dms., c.l., frt. alld..lb. .131 - —
l.c.l., frt. alld.....lb. .141 - —
tanks, frt. alld.....lb. .121 - —
normal, dms., l.c.l., works..lb. .27 - —
Tertiary, refd., dms., l.c.l., frt. alld..lb. .09 - —
Benzyl, cns.....lb. .65 - .75
drums.....lb. .63 - —
Butyl, normal,[2] dms., c.l., frt. alld..lb. .11 - .12
l.c.l., frt. alld.....lb. .11½ - .12½
tanks, frt. alld.....lb. .10 - .11
secondary, dms., c.l., frt. paid E. of Miss. R..lb. .09 - —
l.c.l., same terms.....lb. .09½ - —
tanks, same terms.....lb. .08 - —
tertiary, denaturing, c.l., dms. lb. .12½ - —
l.c.l., dms.....lb. .13 - —
Cetyl, dom., CP, fiber ctns., 1,000 lbs..lb. 1.50 - —
500 lbs.....lb. 1.70 - —
100 lbs.....lb. 1.80 - —
25 lbs.....lb. 1.90 - —
5 lbs.....lb. 2.00 - —
Cinnamic, bots.....lb. 3.00 - 3.60
Denatured,[2,3,5] CD14, dms., c.l., dlvd., E..gal. .38½ - —
l.c.l., dlvd., dms.....gal. .43½ - —
tanks, E., dlvd.....lb. .32½ - —
Prices for territories other than E. of Rockies are 4c. per gal. in tanks, and 5c. per gal. in dms., higher. Tankcar sales require written authorization by Alcohol Tax Unit.
SD1 190 pf., bbls., c.l., E. works..gal. .35½ - —
19 bbls., E. works..gal. .37½ - —
1 to 18 bbls., E. works..gal. .40½ - —
dms., c.l., E. works...gal. .33½ - —
19 dms., E. works...gal. .35½ - —
1 to 18 dms.....gal. .38½ - —
tanks, E. works.....gal. .27½ - —
Anhydrous 3c. per gal. higher.
SD2B, dms., c.l., works, E. gal. .30½ - —
19 dms., works, E....gal. .32½ - —
1 to 18 dms., works, E. gal. .35½ - —
tanks, E. works.....gal. .24½ - —
SD23G, works, E., c.l., dms., gal. .36½ - —
19 dms.....gal. .38½ - —
1 to 18 dms.....gal. .41½ - —
tanks.....gal. .30½ - —
Prices for territories other than E. of Rockies are 4c. per gal., in tanks, and 5c. per gal., in drums, higher.
SB23H, works, c.l., dms..gal. .34 - —
19 dms.....gal. .36 - —
1 to 18 dms.....gal. .39 - —
tanks.....gal. .28 - —
Special solvent, dms., c.l., works..gal. .34 - —
20 dms., to c.l.....gal. .36 - —
1 to 19 dms.....gal. .39 - —
tanks, E. works.....gal. .28 - —
Tankcar sales require written authorization by Alcohol Tax Unit.
Diacetone, acetone-free, dms., c.l., dlvd..lb. .11½ - .13
l.c.l., dlvd.....lb. .12 - .13½
tanks, dlvd.....lb. .10½ - .12
tech., dms., c.l., dlvd.....lb. .11 - .12
l.c.l., dlvd.....lb. .11½ - .12½
tanks, dlvd.....lb. .10 - .11
Ethyl, 190 pf., ex. molasses, dms., c.l..gal. 7.92½ - —
19 dms.....gal. 7.96 - —
5 to 8 dms.....gal. 7.99 - —
1 to 4 dms.....gal. 7.99 - —
tanks.....gal. 7.86½ - —
absolute, dms., c.l.....gal. 8.37½ - —
19 dms.....gal. 8.41 - —
5 to 18 dms.....gal. 8.44 - —
1 to 4 dms.....gal. 8.44 - —
Ethyl alcohol in bbls. 2c. higher than dms.
Grain alcohol 25c. gal. higher.
Ethylhexyl, dms., c.l., works..lb. .24 - —
l.c.l., same basis.....lb. .25 - —
tanks, same basis.....lb. .23 - —
Furfuryl, tech., cns., works..lb. .35 - —
dms., c.l., 33,000 lbs., works, lb. .20 - —
l.c.l., 500 lbs. and more, works..lb. .25 - —
Isoamyl (see Carbinol Isobutyl).
Isobutyl, refd., dms., works..lb. .0860- —
tanks, same terms.....lb. .0760- —
Isopropyl,[2] refd., 91%, dms., 5 gals., f.o.b. dest..gal. .66½ - —
55 gals., c.l., same basis, gal. .35 - —
l.c.l., same basis...gal. .40 - —
tanks, frt. alld.....gal. .30 - —
99%, dms., 5 gals., same basis..gal. .65 - —
55 gals., c.l., same basis, gal. .38 - .44
l.c.l., same basis...gal. .43 - .47
tanks, same basis.....gal. .33 - .37½
Methyl (see Methanol).
Phenylethyl, bots., cns.....lb. 2.10 - 2.50
Polyvinyl, type A, fiber-pack, 2,000 lbs. and over, f.o.b. cars, Niagara Falls..lb. .65 - —
less than 2,000 lbs.....lb. .70 - —
type B, fiber-pack, 2,000 lbs. and over, same basis..lb. .69 - —
less than 2,000 lbs.....lb. .65 - —
Propyl, normal, dms., works, gal. .67 - .70
Octyl (see ethylhexyl alcohol).
Tetrahydrofurfuryl, dms., contract, f.o.b. Waverly, N.Y.lb. .44 - —
450-lb. lots, same basis...lb. .50 - —
cns., f.o.b. Cedar Rapids, Ia., lb. .53 - —
Aldehol, denat., grade., dms., tanks, works..gal. .70 - .72
Aldehyde, bisulphite, bbls., works, lb. .17 - —
smaller containers.....lb. .20 - —
Aldol, 55 and 110 gal. dms., c.l., works..lb. .12 - —
l.c.l., works.....lb. .13 - —
5-10-gal. dms., works...lb. .15 - —
Aletris root, bgs.....lb. .39 - .40
Alisarin (see Red, alisarin).
Alkanet root, bgs.....lb. .67 - .69
Allspice, Mexican, bgs.....lb. .11½- .12
Alpha tacopherol, ampules, per gram. 1.00 - 1.10
Aloe, Cape, cs.....lb. .18 - .19
Curacao, cs.....lb. .68 - .70
gourds, bbls.....lb. .80 - .85
Socotrine, bgs.....lb. .58 - .60
Aloin, 140-lb. bbls.....lb. 4.60 - —
100-lb. kgs.....lb. 4.62 - —
25-lb. fib. dms.....lb. 4.69 - —
Alphanaphthol, bbls.....lb. .52 - —
Alphanaphthylamine, bbls.....lb. .32 - —
Althea root, USP, cube cut, bbls., lb. 1.20 Nom.
Alum, ammonia, burnt, USP., bbls., kgs..lb. .16 - .18
gran., bbls., works...100 lbs. 4.00 - —
dlvd., N. Y., Phil..100 lbs. 4.00 - —
lump, bbls., works...100 lbs. 4.25 - —
dlvd., N. Y., Phil..100 lbs. 4.25 - —
powd., bbls., works...100 lbs. 4.40 - —
dlvd., N. Y., Phil..100 lbs. 4.40 - —
Ammonia alum prices are for contract and open market; f.o.b. Phila.; frt. equalized with Marcus Hook, Boston, Atlanta, or Joliet; rail or water rates, whichever is lower. L.c.l. quantities must carry l.c.l. rate applying; for truck or ex warehouse deliveries all metrop. zones (except N. Y.) add l.c.l. rail or water rate, whichever is lower, from shipping or equalization point, dlvd., N.Y. price apply to truck or ex warehouse.
Potash, gran., bbls., works.... 100 lbs. 4.25 - —
dlvd., N. Y., Phila...100 lbs. 4.25 - —
lump, bbls., works....100 lbs. 4.50 - —
dlvd., N. Y., Phila...100 lbs. 4.50 - —
powd., bbls., works....100 lbs. 4.65 - —
dlvd., N. Y., Phila...100 lbs. 4.65 - —
Potash alum prices on same basis as those for ammonia alum.
Potash, chrome, bbls.....lb. No prices
Soda, bbls., c.l., works..100 lbs. 3.25 - —
l.c.l., dlvd.....100 lbs. 4.25 - 5.00
Alumina acetate, tech., basic, powd., insoluble, bbls., 1 to 9, dlvd.....lb. .40 - —
smaller containers...lb. .50 - —
solut., 24%, l.c.l., 10 or over, dlvd..lb. .09½- —
1 to 9, dlvd.....lb. .10 - —
normal, solut., 20%, bbls., l.c.l., 10 or over, dlvd., lb. .08½- —
1 to 9, dlvd.....lb. .09 - —
Chloride, anhyd., com'l, dms., (extra), 45,000 lbs. and over, works..lb. .08 - —
12,000 to 40,000 lbs., works..lb. .09 - —
1,100 to 11,000 lbs., works, lb. .10 - —
140 to 875 lbs., works.lb. .11 - —
100 lbs. or less, works.lb. .12 - —
cryst., com'l, dms., c.l., works, lb. .06 - —
l.c.l., works.....lb. .06½- .06¾
solution, 32 deg., cbys., c.l., works..lb. .02¾- —
l.c.l., works.....lb. .03¼- —
Formate, 30%, solut., bbls., c.l., dlvd..lb. .13 - —
l.c.l., dlvd.....lb. .15 - —
Hydrate, heavy, bbls., c.l., works..lb. .0340- —
l.c.l., bbls., works.....lb. .04 - —
bgs., c.l., works.....lb. .0310- —
light, bgs., c.l., dlvd.....lb. .14 - —
l.c.l., bgs., dlvd.....lb. .14½- —
bbls., c.l., dlvd.....lb. .14½- —
l.c.l., bbls., dlvd.....lb. .15 - —
Oleate, dms., contract.....lb. .17½- —
open order.....lb. .17½- .20
Palmitate, precip., bbls.....lb. .20½- .21½
Resinate, precip., dms., dlvd.lb. .15 - —
Stearate, precip., bbls., ctns., c.l..lb. .23 - —
l.c.l. .....lb. .24 - —
Sulphate, com'l, bgs., c.l., works, frt. equaled..100 lbs. 1.15 - 1.25
l.c.l., works, frt. equald.. 100 lbs. 1.40 - 1.50
bbls., c.l., works....100 lbs. 1.35 - 1.45
l.c.l., works, frt. equaled, 100 lbs. 1.60 - 1.70
iron free, bgs., c.l., works, 100 lbs. 1.85 - —
l.c.l., works.....100 lbs. 2.10 - —
bbls., c.l., works....100 lbs. 2.05 - —
l.c.l., works.....100 lbs. 2.30 - —
Aluminum, 28-99%,[2,3,4] c.l....lb. .15 - —
l.c.l. .....lb. .16 - —
paste, lining, extra fine, dms., 200 lbs..lb. .36 - —
standard, dms., 200 lbs....lb. .38 - —
powder, lining, extra fine, dms., 200 lbs..lb. .93 - —
standard, dms, 200 lbs...lb. .59 - —
litho, lining, dms., 200 lbs..lb. .57 - —
unpolished, dms., 200 lbs..lb. .36 - —
varnish, standard, dms., 200 lbs..lb. .40 - —
Aluminum paste and powder prices are 5c. per lb. higher for less than 200 lbs.; for containers, smaller than drums, prices are 1c. per lb. higher for 100 lbs. 1½c. per lb. higher for 50 lbs.; 3c. per lb. higher for 19 lbs.; 5c. per lb. higher for 2 lbs.; 8c. per lb. higher for 1 lb.; and 12c. per lb. for ½ lb. Transportation allowed East of Mississippi.
Ambergris, gray, tins.....oz.17.00 -18.00
Aminomethylpropanol, dms., wks., lb. .50 - —
5 and 10-gal. cans, works..lb. .60 - —
Aminopyrine, 100-lb. dms.....lb. 4.00 - —
5-lb. bots.....lb. 4.25 - —
Ammonia aldehyde, dms., works, lb. .65 - .70
Anhydrous[6], fertilizer, f.o.b. Belle, W. Va., frt. equal with Hopewell, Va...ton.90.00 - —
refrigeration[6], tanks, works, lb. .05 - —
pure, cycls., dlvd., met. N.Y., lb. .16 - —
Anhydrous ammonia in cylinders is quoted on a nationwide schedule of delivered and stuck point prices in all States.
Aqua, 26°, cbys.....lb. .05¼- —
dms., c.l.....lb. .02¼- —
l.c.l. .....lb. .02½- —
tanks (on NH_3 content), f.o.b. works..lb. .04 - —
Benzoate, dms., kgs., 4,000 lbs. or more..lb. .43 - —
1,000 lbs. to 3,900 lbs....lb. .44 - —
900 lbs. or less.....lb. .47 - —
Bicarbonate, dms., dlvd., Met. N.Y..lb. .0534- .0614
Bichromate, bbls.....lb. .30 - .32
Bifluoride, bbls.....lb. .15½- .18
Borate, bbls., kgs.....lb. .15 - .16
Ammonia, Bromide, gran., bbls. lb. .31 - .35
bxs. .....lb. .34 - .38
kegs .....lb. .32 - .36
Carbonate, lump, dms., dlvd. Met. N. Y..lb. .08¾- .09¼
cns., same basis.....lb. .14¼- —
powdered, 1c. per lb. higher.
Chloride, tech. (see Ammoniac, sal).
USP, gran., 225-lb. bbls....lb. .12 - .13
100-lb. kgs.....lb. .15 - —
Citrate, 250-lb. bbls.....lb. .75 - —
100-lb. dms.....lb. .80 - —
25-lb. dms.....lb. .82 - —
25-lb. dms.....lb. .84 - .85
Fluoride, bbls.....lb. .18 - .20
Hydroxide (see Ammonia, aqua),
Hypophosphite, dms.....lb. 1.25 - 1.27
jars .....lb. 1.35 - —
Iodide, 5-lb. bots.....lb. 3.71 - —
jars .....lb. 3.65 - —
Linoleate, 80%, anhyd., bbls., lb. .12 - —
Molybdate, kgs., works.....lb. 1.05 - 1.20
Nitrate, tech., bgs., works, 100 lbs. 4.35 - —
bbls., works.....100 lbs. 4.55 - —
Oleate, dms.....lb. .14 - —
Oxalate, neutral, powd., bbls., kgs..lb. .23 - .29
Perchlorate, kgs.....lb. No stocks
Persulphate, kgs, dom.....lb. .21 - .28
Phosphate, dibasic, NF V, bls. lb. .37 - —
kgs. .....lb. .39 - —
tech., bbls., c.l.....lb. .07¼- —
l.c.l. .....lb. .08¾- .09¼
monobasic, cryst. (fert. grade), 11% N, 48% phos., bulk, f.o.b. E. works..unit-ton. No prices
pure, bbls.....lb. .40 - .45
tech., bbls., c.l.....lb. .07¼- —
l.c.l. .....lb. .08¾- .09¼
Salicylate, USP, kgs.....lb. 1.15 - 1.20
Silicofluoride, bbls.....lb. .15 Nom.
Stearate, anhydrous.....lb. .24½- —
paste .....lb. .06½- —
Sulphate[2], dom., bulk, c.l., contr., f.o.b. cars, ports, July-Dec. shipt..ton.29.00 - —
spot, same basis.....ton.30.00 - —
Ammonia sulphate prices are $1 per ton less than above prices f.o.b. cars nearest inland producing oven.
Sulphide, liquid, 40-45%, basis, 100%, dms., c.l., works, lb. .07½- —
l.c.l., dlvd.....lb. .13 - —
tanks, dlvd.....lb. .07½- —
red, 48%, cbys., works.....lb. .08 - —
dms., works.....lb. .06 - —
yellow, 33%, cbys., works..lb. .08 - —
dms., works.....lb. .06 - —
Sulphocyanide, C.P., dms....lb. .45 - .55
tech., kgs.....lb. .40 - —
Ammoniac, gum (see Gum, ammoniac).
sal, gray, dom., bbls., c.l. 100 lbs. 5.50 - 5.75
l.c.l. .....100 lbs. 6.00 - 6.70
white, gran., dom., bbls., c.l., works..100 lbs. 4.45 - —
l.c.l., same basis...100 lbs. 5.15 - —
import, casks.....100 lbs. No prices
Amyl acetate, ex fusel oil, tech., dms., c.l., dlvd..lb. .12½- .13½
l.c.l., dlvd.....lb. .13 - .14
tanks, dlvd.....lb. .11½- .12½
cns., works.....lb. .18 - .19
ex Pentane, dms., c.l., frt. alld. E. of Miss. R..lb. .13½- —
l.c.l., same basis.....lb. .14½- —
tanks, same basis.....lb. .12½- —
Alcohol (see Alcohol amyl).
Butyrate, dms., 50 gal., returnable..lb. .75 - —
Caporate, cns.....lb. 2.75 - —
Chlorides, normal, dms., works, lb. .56 - —
small lots, works.....lb. .68 - —
mixed, tech., dms., c.l., works..lb. .06 - —
l.c.l., works.....lb. .07 - —
tanks, works.....lb. .05 - —
Naphthalenes, mixed, crude, l.c.l., dms., works..lb. .14 - —
refd., l.c.l., dms., works..lb. .16 - —
Nitrite, bots.....lb. 1.80 - 1.85
Mercaptan, dms., l.c.l., works, lb. 1.10 - —
Oleate, dms., l.c.l., works...lb. .25 - —
Salicylate, 5-lb. bots.....lb. .63 - .65
cns..lb. .55 - .60
Stearate, dms., l.c.l., works..lb. .26 - —
Amylene, dms., c.l., works....lb. .102 - —
l.c.l., works.....lb. .11 - —
tanks, works.....lb. .09 - —
Anethol, bots.....lb. 1.25 - 1.60
cans .....lb. 1.15 - 1.50
Angelica root, dom., bls.....lb. .65 - 1.75
import., natural, bls.....lb. 1.60 - 1.65
Angostura bark, bls.....lb. .30 - .35
Anilin oil, dms.....lb. .15 - —
l.c.l. .....lb. .16 - —
tanks .....lb. .14½- —
Salt, dms., works.....lb. .22 - .24
Anise, Bulgarian, bgs.....lb. .37 - .38
Cyprus, bgs.....lb. .40 - .42
Spanish, bgs.....lb. .41 - .42
Star .....lb. .17½- .18
Turkish, bgs.....lb. .32½- .33
Anisic aldehyde, bots.....lb. 2.75 - 2.80
Annatto paste, bxs.....lb. .34 - .39
seed, bgs.....lb. .06 - .06½
Anthracene, 80-85%, bbls., wks., lb. .55 - —
90%, bbls., works.....lb. .65 - —
Anthraquinone, 99.5%, subl., bbls., lb. .70 - —
Antimony butter (see Antimony chloride).
Chloride, solut., cbys.....lb. .17 - —
Metal,[2,4,5] spot.....lb. .14 - —
Needle, brown, Bolivian, 67%, lb. .17 - .18
Chinese, black, 70%.....lb. .22 Nom.
Oxide, bgs., c.l.....lb. .13 - .15
l.c.l. .....lb. .14½- .16½
Salt, 65%, dms., dlvd., E. of Miss. River..lb. .33 - —
bbls., same basis.....lb. .31 - —
White pigments, bgs.....lb. .11½- .14½
Antipyrene, bbls., kgs., ton lots, lb. 2.00 - —
smaller lots.....lb. 2.10 - 2.20
Apomorphine, bots.....oz.23.20 -23.70
Archil extract, con., bbls.....lb. No prices
double, bbls.....lb. No prices
triple, bbls.....lb. No prices
Areca nuts, powd., bbls.....lb. .15 - .16
Arecoline hydrobromide, bots..oz 6.00 - 7.25
Argols, test 70% to 85%, basis 100%, 100 kgm., purity..... 100 kilos. No prices
Arnica flowers, bls.....lb. 5.00 Nom.
Root, bls.....lb. 1.50 Nom.
Arrowroot, St. Vincent, powd., bgs..lb. .10¼- .10¾
bbls.....lb. .10 - .10½
Arsenic, metal, lump, cs.....lb. No prices
Chloride (arsenous), cns.....lb. 4.85 - —
Iodide (arsenous), 5-lb. bots..lb. 5.58 - —
jars .....lb. 5.43 - —
Red, import, cs.....lb. No prices
Trioxide (see Acid, arsenous).
White, powd., kgs., c.l.....lb. .04 - —
l.c.l. .....lb. .04¾- —
Asafetida, cs.....lb. .45 - .50
powd., bbls., bxs.....lb. .68 - .73
Asbestine (see Talc, N.Y., fibrous).
Asbestos fiber, 5M, bgs., c.l. (20 tons), Canad. mines..ton.42.50 - —
5R, bgs., c.l. (20 tons), Canad. mines..ton.40.00 - —
6D, bgs., c.l. (30 tons), Canad. mines..ton.30.00 - —
7D, bgs., c.l. (30 tons), Canad. mines..ton.26.00 - —
7F, bgs., c.l. (30 tons), Canad. mines..ton.24.00 - —
7H, bgs., c.l. (30 tons), Canad. mines..ton.20.00 - —
7K, bgs., c.l. (30 tons), Canad. mines..ton.17.50 - —
7M, bgs., c.l. (30 tons), Canad. mines..ton.15.00 - —
Asphaltum, Manjak No. 10, crude, 20 tons, f.o.b. plant..lb. .04½- —
smaller lots, f.o.b. plant, lb. .05½- —
process form, bgs., 20 tons, f.o.b. plant..lb. .05 - —
smaller lots, f.o.b. plant, lb. .06 - —
California, dms., c.l., f.o.b. N.Y. ton.20.00 - —
l.c.l., f.o.b. N. Y.....ton.26.50 - —
Cuban A, bgs., c.l., f.o.b. N.Y., ton.60.00 - —
l.c.l., f.o.b. N. Y.....ton.90.00 - —
B, bgs., c.l., f.o.b. N. Y..ton.35.00 - —
l.c.l., f.o.b. N. Y.....ton.55.00 - —
Egyptian, bgs., c.l., f.o.b. N. Y., lb. .12 - —
l.c.l., f.o.b. N. Y.....lb. .15 - —
Gilsonite, brilliant black, selects, bgs., c.l., Western shipt. point..ton.32.90 - —
seconds, bgs., c.l., Western shipt. points..ton.25.50 - —
selects, bgs., c.l., Western shipt. points..ton.30.50 - —
l.c.l., f.o.b. N. J. or N. Y., whse..ton.58.00 - —
jet, bgs., c.l., Western shipping points..ton.30.50 - —
Mexican, Texas, dms., c.l., refinery..ton.19.00 - —
l.c.l., refinery.....ton.21.00 - —
tanks, refinery.....ton.16.00 - —
Petroleum, cut-back, bbls., l.c.l., E. cst., refinery..gal. .13 - —
dms., c.l., E. cst., refinery, gal. .12 - —
tanks, Calif., refinery...ton.12.50 -14.00
East Coast, refinery...gal. .06 - .06½
Ill., Ind., refinery.....gal. .06½- —
N. Orleans, refinery...gal. .06 - —
Atropine, bots.....oz.16.50 - —
Sulphate, bots.....oz.12.75 - —

B

Balm of Gilead buds, bgs.....lb. .55 - .60
Barberry bark, bgs.....lb. .55 - .60
Tree bark, bls.....lb. No prices
Barbital, cs.....lb. 3.50 - 3.60
sodium, cs.....lb. 3.75 - —
Barium carbonate, natural, 99% thru 200 mesh, bgs., c.l., works..ton.48.00 - —
precip., bgs., c.l., works..ton.55.00 - —
l.c.l., works.....ton.60.00 - —
bbls., c.l., works.....ton.60.00 - —
l.c.l., works.....ton.65.00 - —
Sulphur-free, c.l., works..ton.60.00 - —
l.c.l., works.....ton.65.00 - —
Chlorate, kgs.....lb. No prices
Chloride, CP, cryst., bbls....lb. .25 - .27
pure, bbls., kgs.....lb. .10 - .12
tech., dom., cryst., bgs., c.l., Zone 1, dlvd., New England States, N. Y., N. J., Pa., Md., Va., Ohio, Mich., Ind., Wisc., Ill., Ky., and principal cities on west bank of Miss., north of Miss., north of Ark. line.....ton.77.00 - —
bbls., same basis...ton.79.00 - —
l.c.l., bgs., same basis, ton.90.00 - —
bbls., same basis..ton.92.00 - —
Zone 2, bgs., c.l., dlvd., Tenn., N.-S. Carolina, Ga., Ala., Miss., Fla., ton.81.00 - —
bbls., same basis..ton.83.00 - —
l.c.l., bgs., same basis, ton.94.00 - —
bbls., same basis...ton.96.00 - —
Zone 3, bgs., c.l., Minn., Ia., Mo., Col., N. Mex., Idaho, Utah, Ariz., ton.87.00 - —
bbls., same basis..ton.89.00 - —
l.c.l., bgs., same basis, ton.100.00 - —
bbls., same basis..ton.102.00 - —
Zone 4, bgs., c.l., dlvd., Wash., Ore., Calif., Nev..ton.83.00 - —
bbls., same basis..ton.85.00 - —
l.c.l., bgs., same basis, ton.96.00 - —
bbls., same basis..ton.98.00 - —
Dioxide, dms., c.l., works...lb. .10 - —
l.c.l., same basis.....lb. .12 - .13
Fluoride, bbls.....lb. .18 Nom.
Hydrate (see Hydroxide).
Hydroxide, bbls., works.....lb. .06 - .07
Iodide, bots.....lb. 4.77 - —
jars .....lb. 4.62 - —
Monoxide (see Oxide).
Nitrate, cks.....lb. .10½- —
Oxide, ungrd., dms., c.l., works, lb. .08 - —
l.c.l., same basis.....lb. .10 - .12
grd., dms., l.c.l., works....lb. .11 - .15
Peroxide (see Dioxide).
Silicofluoride, bbls.....lb. .15 - .17
Sulphate, tech. (see Barytes and blanc fixe).
X-ray, bbls.....lb. .09½- .10
kgs. .....lb. .12 - —
Barytes, dom., floated, bbls., c.l., St. Louis..ton.26.15 - —
l.c.l., same basis.....ton.28.15 - —
paper bags, c.l., St. Louis, ton.22.65 - —
l.c.l., same basis.....ton.23.85 - —
ex whse., New York...ton.31.50 - —
Southern, off color, bgs., mines, ton.17.50 - —
95.75%, bgs., mines.....ton.18.00 - —
ore, bulk, mines.....ton. 8.00 - —
German, grd., bbls., c.l., dock, t.a..ton. No prices
l.c.l., ex whse.....ton. No prices
ungrd., bulk, c.l., ex dock..ton. No prices
Italian, grd., bbls., c.l., ex dock, t.a..ton. No prices
l.c.l., ex whse.....ton. No prices
Bauxite, bulk, mines.....ton. 7.00 -10.00
Bay leaves (see Laurel leaves).
Bay Rum, tax extra, import, bbls..gal. .77½- .78½
Bayberry bark, bgs.....lb. .14 - .15
Belladonna leaves, bls.....lb. 2.40 - 2.45
Root, bls.....lb. 2.40 Nom.

Bentonite, 200 mesh, bgs., Wyo., works	ton.	11.00	—
325 mesh, bgs., Wyo., works, ton.		16.00	—
Benzaldehyde, tech., cbys., dms.,	lb.	.45 -	.55
N.F. VI, dms., 50 to 100 lbs.	lb.	.85 -	—
5 to 25 lbs.	lb.	.90 -	.95
Benzene (see Benzol).			
Bensidin base, bbls.	lb.	.70 -	—
Benzocaine, cns.	lb.	3.00 -	—
Benzol, 90%, dms., returnable, works	gal.	.19 -	—
tankcars, frt. alld. E. of Omaha,	gal.	.14 -	—
W. Coast, f.o.b. Minnequa, Colo.	gal.	.14 -	—
Benzophenone, dms.	lb.	1.20 -	1.25
Benzoyl chloride, cbys.	lb.	.23 -	.28
Peroxide, pure, gran., fib. ctns., works	lb.	1.95 -	—
Benzyl acetate, f.f.c., cns.	lb.	.59	Nom.
dms.	lb.	.55	Nom.
Alcohol (see Alcohol, benzyl).			
Benzoate, a.m.a., f.f.c., cns.	lb.	.95	Nom.
dms.	lb.	.90	Nom.
Chloride, cbys., frt. equald.	lb.	.22 -	.24
Cinnamate, cns.	lb.	5.50	Nom.
Formate, cns.	lb.	3.50 -	3.75
Isoeugenol, bots.	lb.	9.55 -	
Proplonate, bots.	lb.	2.25	Nom.
Salicylate, bots.	lb.	1.80	Nom.
Benzylidineacetone, bots.	lb.	2.00 -	2.10
Berberine bisulphate, cns.	lb.	17.75 -	27.50
Hydrochloride, cns.	lb.	17.75 -	27.50
Sulphate, cns.	lb.	17.75 -	27.50
Berberis root, bls.	lb.	.12 -	.13
Betanaphthol, sublim., kgs.	lb.	.55 -	—
tech., bbls., c.l., works	lb.	.23 -	—
l.c.l., bbls., works	lb.	.24 -	—
Benzoate, fib. dms.	lb.	2.50 -	—
kgs.	lb.	2.70 -	—
Betanaphthylamine, tech., kgs.	lb.	.51 -	—
Beth root, bls.	lb.	.19 -	.21
Bismuth chloride, 5-lb. bots.	lb.	3.00 -	—
jars	lb.	2.85 -	—
Citrate, USP, VIII, 5-lb. bots.	lb.	2.86 -	—
jars	lb.	2.75 -	—
Hydroxide, 5-lb. bots.	lb.	3.46 -	—
cns.	lb.	3.35 -	—
Metal, ton lots.	lb.	1.25 -	—
Nitrate, cryst., 5-lb. bots.	lb.	1.45 -	—
cns.	lb.	1.30 -	—
Oxychloride, 5-lb. bots.	lb.	3.19 -	—
cns., kgs.	lb.	3.10 -	—
Subbenzoate, 5-lb. bots.	lb.	3.51 -	—
fib. dms.	lb.	3.40 -	—
Subcarbonate, bots., cns.	lb.	1.59 -	1.85
175-lb. bbls.	lb.	1.50 -	—
X-ray, 5-lb. bots.	lb.	2.79 -	—
fib. dms.	lb.	2.73 -	—
Subgallate, bots., cns.	lb.	1.49 -	1.72
fib. dms.	lb.	1.40 -	—
Subiodide, bots.	lb.	4.24 -	—
fib. dms.	lb.	4.13 -	—
Subnitrate, powd., bots., cns.	lb.	1.29 -	1.57
250-lb. bbls.	lb.	1.20 -	—
Subsalicylate, 60-65%, bots.	lb.	2.59 -	—
bbls., fib. dms.	lb.	2.50 -	—
Sulphocarbolate, 5-lb. bots.	lb.	3.76 -	—
fib. dms.	lb.	3.65 -	—
Trioxide, powd., 5-lb. bots.	lb.	3.76 -	—
cns.	lb.	3.65 -	—
Bismuth-ammonia, citrate, USP, powd., 25-lb. dms.	lb.	3.40 -	—
5-lb. cns.	lb.	3.45 -	3.50
Black, acetylene, c.l., works, duty paid.	lb.	.14 -	—
Bone, 1A, c.l.	lb.	.17 -	—
l.c.l.	lb.	.17½-	—
3, c.l.	lb.	.12 -	—
l.c.l.	lb.	.12½-	—
4, c.l.	lb.	.11 -	—
l.c.l.	lb.	.11½-	—
5, c.l.	lb.	.08½-	—
l.c.l.	lb.	.09 -	—
6, c.l.	lb.	.08½-	—
l.c.l.	lb.	.09 -	—
7, c.l.	lb.	.11½-	—
l.c.l.	lb.	.12 -	—
8, c.l.	lb.	.12½-	—
l.c.l.	lb.	.13 -	—

Bone black prices are for barrels or bags, freight allowed East. Pacific Coast prices are 1½c. per lb. higher, ex dock or ex whse.

Carbon, regular, uncompressed, bgs., c.l., f.o.b. plants.	lb.	.03425-	—
l.c.l., bgs. or cartons, f.o.b. whse.	lb.	.07½-	—
divd.	lb.	.07½-	—
beads, compressed, bgs., c.l., f.o.b. plants.	lb.	.03350-	—
l.c.l., bgs. or cartons, f.o.b. whse.	lb.	.07 -	—
divd.	lb.	.07 -	—
bulk, cars, c.l., f.o.b. plants,	lb.	.03150-	—
Charcoal (see C).			
Graphite (see G).			
Iron oxide, magnetic, pure bbls., l.c.l., works.	lb.	.08½-	—
Lamp, dom., 1, ctns., c.l., works.	lb.	.07 -	—
l.c.l., works.	lb.	.08 -	—
2, ctns., c.l., works.	lb.	.09 -	—
l.c.l., works.	lb.	.10 -	—
2A, ctns., c.l., works.	lb.	.11 -	—
l.c.l., works.	lb.	.12 -	—
3, ctns., c.l., works.	lb.	.13 -	—
l.c.l., works.	lb.	.14 -	—
4, ctns., c.l., works.	lb.	.15 -	—
l.c.l., works.	lb.	.16 -	—
5 ctns., c.l., works.	lb.	.17 -	—
l.c.l., works.	lb.	.18 -	—
6, ctns., c.l., works.	lb.	.24 -	—
l.c.l., works.	lb.	.25 -	—
7, ctns., c.l., works.	lb.	.34 -	—
l.c.l., works.	lb.	.35 -	—
Mineral, vine type, bbls., l.c.l., f.o.b. works.	lb.	.0434-	—
Vine, A, bbls., works or N. Y.,	lb.	.04½	Nom.
B, bbls., works or N. Y.	lb.	.05¾	Nom.
works.	lb.	.14	Nom.
dms., c.l., frt. alld.	lb.	.09½	Nom.

Black dyes are listed under Dyes.

Black Haw root bark, bls.	lb.	.40 -	.45
Tree bark, bls.	lb.	.16 -	.17
Black Indian hemp root, bls.	lb.	.22 -	.23
Blanc fixe, dry, b7-product, bgs., c.l., works.	ton.	60.00 -	—
l.c.l., works.	ton.	67.50 -	—
direct process, bgs., c.l., works, frt. equaled.	ton.	70.00 -	—
l.c.l., same basis.	ton.	80.00 -	95.00
pulp, 66⅔%, bbls., c.l., works,	ton.	40.00 -	—
l.c.l., works.	ton.	46.50 -	—
Bleaching powder, dms., c.l., works.	100 lbs.	2.00 -	2.85
l.c.l., works.	100 lbs.	2.25 -	2.35
Blood, dried, dom., 16-16½ ammon., bgs., f.o.b. N. Y.,	unit-ton.	4.25 -	—
high-grade, grd., 16-17 ammon, bulk, f.o.b. Chicago,	unit-ton.	4.75 -	—
import, bgs., c.i.f. ports, shipt.	unit-ton.	4.15 -	—
soluble (see Albumen, blood).			
Bloodroot, lbs.	lb.	.24 -	.25

Blue, alkali, toner, bbls., divd. N. of Tenn. and N. C., E. of Miss. River, including St. Paul, Minneapolis, Davenport, Rock Island, St. Louis,	lb.	.85 -	.90

Alkali blue toner prices are ½c. higher divd. Ala., Fla., Ga., La. (Shreveport, 1¼c.), Miss., N. C., S. C., Tenn., Tex. (Dallas, Ft. Worth, 1¼c.; El Paso, 2c.), Cedar Rapids, Des Moines, Kansas City, Lincoln, Omaha, St. Joseph; 1c. higher divd. Pac. Coast; for Denver, Pueblo, Salt Lake City, Wichita, prices are equalized with Chicago.

Bronze, bbls., same basis, contracts.	lb.	.36 -	—
Celestial, bbls.	lb.	.10 -	.12
Chinese, bbls., same basis, contracts.	lb.	.36 -	—
Cobalt, genuine, 1-kilo pkg.	lb.	4.90 -	—
Imitation (see Blue, ultramarine).			
Copper, phthalocyanin, bbls., f.o.b. works, frt. alld.	lb.	3.50 -	3.75
Milori, bbls., same basis, contracts.	lb.	.36 -	—
Molybdated, Victoria, same basis, contracts.	lb.	2.15 -	—
Peacock, concentrated, same basis, contracts.	lb.	.75 -	—
regular, same basis, contracts,	lb.	.54 -	—
Potash, dom., bbls., same basis, contracts.	lb.	.42 -	—
Blue, prussian, bbls., same basis, contracts.	lb.	.36 -	—
Tungstated, peacock, kgs.	lb.	3.75 -	—
Victoria, kgs.	lb.	3.30 -	—
methyl violet, kgs.	lb.	2.10 -	—
Ultramarine, dry or pulp, cobalt grades, bbls., works, frt. equald.	lb.	22 -	.24
jobbing grades, bbls., same basis.	lb.	.11 -	—
regular grades, bbls., same basis.	lb.	.16 -	.27

Blue, ultramarine, divd., ex whse., is 1c. higher; Pac. Coast, ex whse., 3c. higher; 100-lb. kgs., 1c. above bbls.; 25-lb. boxes, 5c. above bbls.

Victoria, ink toner, bbls., same basis, alkali toner.	lb.	1.83 -	—
synthetic vehicle, bbls., same basis.	lb.	1.93 -	—

Blue dyes are listed under Dyes.

Blue flag root, bls.	lb.	.15 -	.20
Blue mass, USP, cns., tubs.	lb.	1.67 -	1.84
powd., bots., cns., dms.	lb.	1.70 -	1.90
Bluestone (see Copper sulphate).			
Blue vitriol (see Copper sulphate).			
Bone, raw, dom., 4½% ammon., 50% phos., bgs., f.o.b. Chicago.	ton.	39.00	-40.00
import, bgs., c.i.f. ports.	ton.	28.50 -	—
meal, steamed, dom., 3% ammon., 50% phos., bgs., f.o.b. Chicago.	ton.	39.00	-40.00
import, bgs., c.i.f. ports.	ton.	37.50 -	—

Bentonite—Borax

Bone, phosphate, precip. (see Calcium phosphate dibasic, precip.).			
steamed, dom., 1¼% ammon., 60% phos., bgs., f.o.b. Chicago.	ton.	40.00	-42.00
import, 1% ammon., 65-70% phos., bgs., c.i.f. ports.	ton.	42.00 -	—
Boneset leaves, bls.	lb.	.05½-	.09
Borage flowers, bls.	lb.	.45 -	.48
Borax, tech., 99½% gran., carlot, c.l., frt. alld.	ton.	40.50 -	—
bgs., c.l., frt. alld.	ton.	43.00 -	—
ton lots, ex whse.	ton.	54.00 -	—
less than ton lots, ex whse.	ton.	59.00 -	—
bbls., c.l., frt. alld.	ton.	53.00 -	—
ton lots, ex whse.	ton.	64.00 -	—
less than ton lots, ex whse.	ton.	69.00 -	—
powd., bgs., c.l., frt. alld.	ton.	48.00 -	—
ton lots, ex whse.	ton.	59.00 -	—
less than ton lots, ex whse.	ton.	64.00 -	—
bbls., c.l., frt. alld.	ton.	58.00 -	—
ton lots, ex whse.	ton.	69.00 -	—
less than ton lots, ex whse.	ton.	74.00 -	—

USP, $15 per ton higher.

KEEPING

America's

Medicine Chests Filled

In addition to civilian requirements, large quantities of pharmaceutical products are needed for all branches of the Service. Dow is contributing its just share of the chemicals necessary to meet these extra demands.

There are approximately 40 Dow pharmaceutical chemicals and their dependability has long since been thoroughly established. All are needed by pharmaceutical manufacturers to keep America's medicine chests filled.

DOW PHARMACEUTICAL PRODUCTS INCLUDE:

Acetanilid, U.S.P.
Acetphenetidin, U.S.P.
Acetyl Salicylic Acid, U.S.P.
Acetyl Salicylic Acid, Granulation with Starch
Ammonium Bromide, U.S.P.
Ammonium Salicylate, U.S.P.
Antipyrene, U.S.P.
Benzoic Acid, U.S.P.
Bromoform, U.S.P., IX
Calcium Bromide, U.S.P.
Camphor, Monobromated, N.F.
Carbon Tetrachloride, C.P.
Chloroform, U.S.P.
Epsom Salt, U.S.P., Recrystallized
Ethyl Chloride, U.S.P.
Ferric Chloride, Crystals, U.S.P., X
Ferric Chloride Solution, U.S.P.
Glycine, Medicinal
Hydrobromic Acid, U.S.P. IX Quality
Iodine
Lithium Bromide, N.F.
Magnesium Salicylate
Magnesium Sulphate, Desiccated
Methyl Salicylate, U.S.P.
Phenol, U.S.P.
Potassium Bromide, U.S.P.
Potassium Iodide, U.S.P.
Salicylic Acid, U.S.P.
Salol, U.S.P.
Sodium Acetate, U.S.P.
Sodium Benzoate, U.S.P.
Sodium Bromide, U.S.P.
Sodium Salicylate, U.S.P.
Strontium Bromide, N.F.
Strontium Salicylate, N.F.
Tetrachlorethylene, Purified
2,4,6-Tribromphenol
Trichloracetic Acid, U.S.P.

THE DOW CHEMICAL COMPANY, MIDLAND, MICHIGAN

New York City, St. Louis, Chicago, San Francisco, Los Angeles, Seattle, Houston

DOW

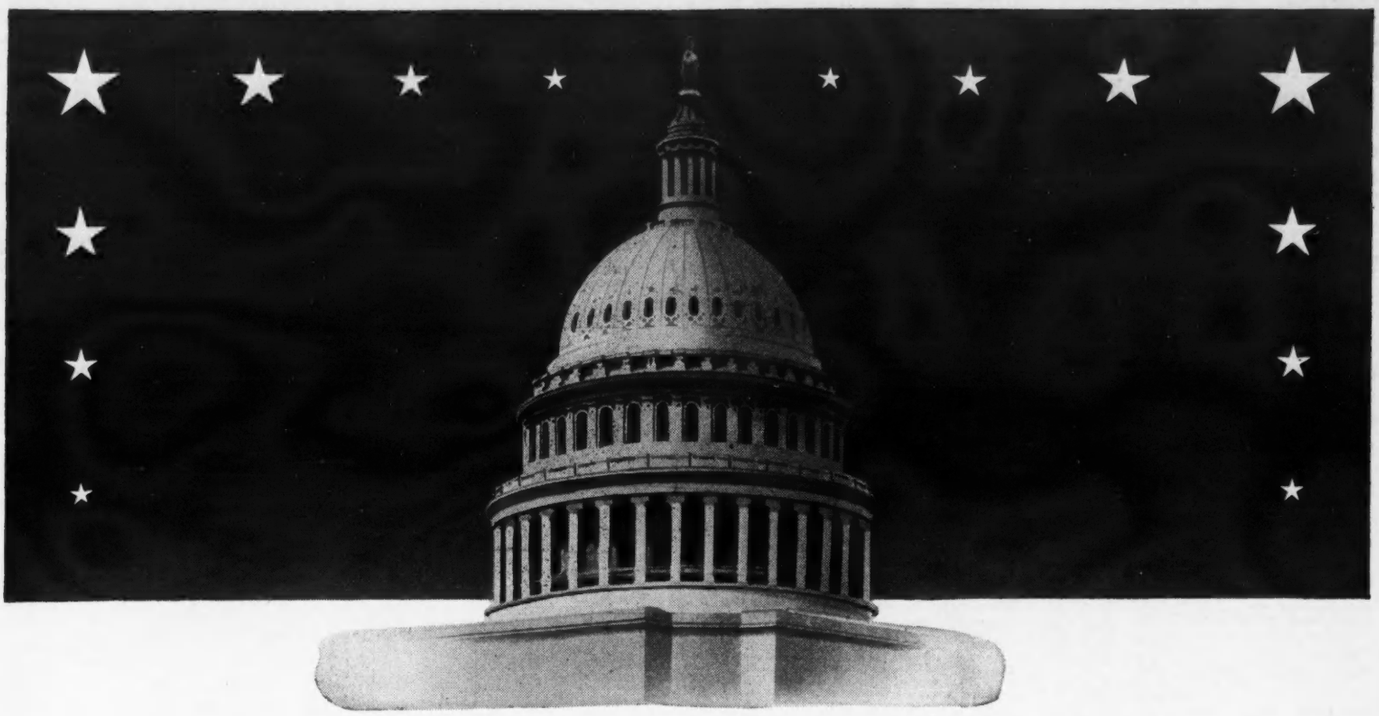
Bordeaux Mixt.—Cottonroot Bk.

Bordeaux mixture, dms., c.l., dealers..lb. .11 - —
l.c.l., dealers, dms..lb. .11½ - —
Bordeaux mixture prices are works or whse. basis, frt. alld. to dest. in lots of 90 lbs. and over, no trucking or freight allowances for works or warehouse pick-ups.

Brasilwood extract (see Hypernic).
Brimstone (see Sulphur).
Bromine, purif., cs., 1,000 lbs., frt. alld. E. of Rockies..lb. .25 - .30
single pkg., same basis..lb. .30 - .35
Bromoform, USP, 100-lb. lots, bots..lb. 1.50 - —
cbys. ..lb. 1.43 - —
Bromstyrol ..lb. 3.50 - 3.75
Bronze powder, aluminum (see A).
Gold, litho, cns., dms., over 10 lbs..lb. .60 - .65
moulding, cns., dms., over 10 lbs..lb. .80 - 1.00
printing ink, cns., dms., over 10 lbs..lb. .65 - 1.20
radiator, cns., dms., over 10 lbs..lb. .45 - .50
Broomtops, bls..lb. .15 - .16
Brown, iron oxide, pure precip., cks., f.o.b. N. Y..lb. .12 - —
Metallic, iron oxide, bbls., wks., lb. .02¾- —
paper bgs., c.l., works.....lb. .0260- —
Sap, crystals, dom., works....lb. .12 - —
powdered ..lb. .13 - —
Sienna, burnt, American, bbls., f.o.b. works..lb. .03½- —
Italian, Group 1, bbls., f.o.b. N. Y. or Pa. points..lb. .13½ Nom.
2 bbls., same basis...lb. .12½ Nom.
Italian, group 3, bbls., same basis..lb. .11½ Nom.
4, bbls., same basis....lb. .10 Nom.
5, bbls., same basis....lb. .10 Nom.
6, bbls., same basis....lb. .09½ Nom.
7, bbls., same basis....lb. .09¼ Nom.
8, bbls., same basis....lb. .09 Nom.
9, bbls., same basis....lb. .08½ Nom.
10, bbls., same basis....lb. .08½ Nom.
11, bbls., same basis....lb. .08 Nom.
12, bbls., same basis....lb. .07½ Nom.
13, bbls., same basis....lb. .07¼ Nom.
14, bbls., same basis....lb. .06¾ Nom.
raw, American, bbls., f.o.b. works..lb. .03¼- —
Italian, Group 1, bbls., f.o.b. N. Y. or works..lb. .18¾ Nom.
2, bbls., same basis....lb. .12½ Nom.
3, bbls., same basis....lb. .12¾ Nom.
4, bbls., same basis....lb. .10¾ nom.
5, bbls., same basis....lb. .10¾ Nom.
6, bbls., same basis....lb. .09¾ Nom.
7, bbls., same basis....lb. .10 Nom.
8, bbls., same basis....lb. .08½ Nom.
9, bbls., same basis....lb. .08 Nom.
10, bbls., same basis....lb. .07¼ Nom.
11, bbls., same basis....lb. .06¼ Nom.
Umber, American, bbls., works, lb. .03¾- —
Turkey, bbls., l.c.l., f.o.b. Bethlehem, Easton, Pa., N. Y..lb. .05 - —
St. Louis..lb. .05½- —
ex car Los Angeles....lb. .05¾- —
Portland, San Francisco, Seattle....lb. .05¾- —
ex whse. Los Angeles..lb. .06¼- —
Portland, San Francisco, Seattle..lb. .06 - —
Boston ..lb. .06 - —
Chicago, Indianapolis, New Orleans..lb. .06½- —
Kansas City..lb. .06 - —
Minneapolis ..lb. .0560- —
Pittsburgh ..lb. .05¾- —
Vandyke, regular, bbls., l.c.l., works..lb. .09 - —
special ..lb. .12 - —
Brucine, 100 oz., cns.....oz. .15 - —
Sulphate, 100 oz., cns.....oz. .12 - —
Bryonia root, bls..lb. .28 - .30
Buchu leavse, bls..lb. .70 - .72
Buckthorn bark, true, bls....lb. .75 - .80
cut and sifted, bbls.....lb. .75 - .80
Berries, bgs..lb. .35 - .40
Burdock root, bls..lb. .40 - .45
Burgundy pitch, dom., dms...lb. .05½- .06
Butternut bark, bls..lb. .07 - .08
Butyl acetate[2], norm., dms., c.l., frt. alld..lb. .11 - .12
l.c.l., frt. alld.....lb. .11½- .12½
tanks, frt. alld.....lb. .10 - .11
tankwagons, frt. alld...lb. .10½- .11½
secondary, dms., c.l., frt. pd. E. of Miss. R...lb. .09 - —
dms., l.c.l., same terms.lb. .09½- —
tanks, same terms.....lb. .08 - —
Alcohol (see Alcohol).
Aldehyde, dms., c.l., works..lb. .15½- —
l.c.l., works.....lb. .16½- .17½
tanks, works.....lb. .14½- —
Carbinol, secondary, l.c.l., dms., works..lb. .60 - —
Chloride, normal, dms., c.l., works..lb. .20 - —
l.c.l. ..lb. .23 - —
Ether (see under Ether).
Lactate, dms.....lb. .23½- —
Propionate, dms., dlvd.....lb. .16¾- .17
tanks ..lb. .15¾- —
Stearate, dms.....lb. .32½- —
Butyric ether, bots.....gal. 6.50 - 6.95
cns., works.....lb. .65 - .70
dms., frt. alld. Met. N. Y..lb. .60 - —
Butane, coml., 16-34°, tanks, group 3..gal. .02½- .03

C

Cadmium, bromide, 25-lb. jars, 50 lbs. or more..lb. 1.65 - 1.66
single jars..lb. 1.70 - —
5-lb. bots.....lb. 1.84 - 1.91
Cyanide, 25-lb. bots., dlvd...lb. 3.00 - —
25-lb. cks., dlvd.....lb. 3.50 - —
Iodide, 5-lb. bots.....lb. 4.23 - —
25-lb. cans.....lb. 4.09 - —
Lithopone (see Yellow).
Metal, [3,4,5], pat., shapes, cs.lb. .95 Nom.
ingots or sticks.....lb. .90 Nom.
Red (see Red).
Selenide (see Red).
Sulphite (see Yellow).
Caffeine, 10,000 lbs. or more, 100 lb. dms..lb. 2.60 - —
25 lb. dms.....lb. 2.63 - —
10 lb. cns.....lb. 2.65 - —
2,000 lbs. or more, 100-lb. dms. lb. 2.65 - —
25 lb. dms.....lb. 2.68 - —
10 lbs. cns.....lb. 2.70 - —
1,000 lbs. or more, 100-lb. dms., lb. 2.70 - —
25 lb. dms.....lb. 2.73 - —
10 lb. cns.....lb. 2.75 - —
100 lbs. or more, 100-lb. dms.lb. 2.80 - —
25 lb. dms.....lb. 2.83 - —
10 lb. cns.....lb. 2.85 - —
less than 100 lbs., 10-lb. cns., lb. 2.15 - —
Citrated, bots.....lb. 2.80 Nom.
Hydrobromide, bots.....lb. 5.29 - 5.37
Calabar beans, bgs.....lb. .25 - .30
Calamus root, peeled, N. F., cs., lb. .35 Nom.
bleached, bls.....lb. No stocks
dom., natural, bls.....lb. .40 - .45
Calcium acetate, bgs., dlvd., 100 lbs. 3.00 - 4.00
Arsenate, bgs., c.l.....lb. .06¼- .07½
l.c.l. .....lb. .06¾- .07¾
Calcium arsenate prices are works or whse. basis, frt. alld. to dest. in lots of 90 lbs. or over; no frt. or truck allowances for plant or whse. pick-up.
Bromide, 150 lbs., works, frt. equald..lb. .65 - —
50 lbs., works.....lb. .67 - —
25 lbs., works.....lb. .70 - —
Carbide, dms., c.l., dlvd. 100 lbs. 4.75 - —
l.c.l., f.o.b. warehouse, 100 lbs. 4.85 - —
Carbonate (see Chalk and Whiting).
Chloride, flake, paper bgs., 77-80%, c.l., dlvd., ton.20.50 -35.00
l.c.l., 1 ton or more, dlvd., 100 lbs. 1.63 - 2.35
liquor, basis 40%, tanks, wks., ton. 7.50 - —
solid, dom., 73-75%, dms., c.l., dlvd..ton.19.00 -33.00
l.c.l., 1 ton or over, dlvd., 100 lbs. 1.53 - 2.25
Calcium chloride c.l. prices for flake in burlap paper-lined bags, $2.50 per ton over paper bags, and drums $3.50 per ton over paper bags.
Gluconate, USP, gran., 150-lb. bbls..lb. .50 - —
dms. .....lb. .55 - .57
cns. .....lb. .68 - .85
Powd., 2c. per lb. higher.
Glycerophosphate, fib dms.... 1,000-lb. lots..lb. 1.25 - —
100-lb. lots.....lb. 1.40 - —
cns., 25 lbs.....lb. 1.65 - —
Hypophosphite, cns.....lb. .62 - .65
Iodide, bots., jars.....lb. 4.04 - 4.19
Lactate, USP, bbls., 200 lbs..lb. .27 - .28
Mandelate, dense, dms.....lb. 2.05 - —
fluffy, dms.....lb. 2.05 - —
Nitrate, fertilizer grade, bgs., to fert. mfrs., ex vessel Atlantic or Gulf ports..ton. No prices
tech., bbls., ton lots, works, lb. .12½- —
Palmitate, bbls.....lb. .22 - .24
Phosphate, dibasic, precip., 38-40% P_2O_5, bgs., c.l.f. Atlantic ports, shipt., unit-ton. No prices
food grade, f.o.b. works, 10 bbls. and over..lb. .07 - —
5 to 9 bbls., same basis..lb. .09 - —
1 to 4 bbls., same basis..lb. .10 - —
monobasic, cryst., bgs., c.l., works, frt. equald..lb. .05¾- —
5 tons and over, bgs., same basis..lb. .06 - —
Less than 5 tons, same basis. lb. .06½- —
tribasic, c.l., bbls., works..lb. .0635- —
l.c.l., bbls.....lb. .0705- —
Resinate, precip., bbls., 1 ton.lb. .13 - —
smaller lots.....lb. .14 - —
Stearate, precip., bbls., ctns., ton..lb. .26 - —
smaller quantities.....lb. .27 - —
Sulphate (see Gypsum).
Sulphide, 70%, CaS, bgs., c.l., works..ton.46.00 - —
80%, CaS, bgs., c.l., works.ton.51.00 - —
luminous, dom., tins, works, 100 lbs. 1.25 - —
Sulphocarbolate, 200-lb. bbls..lb. .48 - .50
Calendula flowers, bls .....lb. .85 - .90
Calomel, bbls., fib. dms., kgs., 50 lbs. or more..lb. 2.95 - —
Camphor, natural, powd., cs...lb. 1.10 Nom.
slabs, cs.....lb. 1.10 Nom.
tablets, tins.....lb. 1.20 Nom.
synthe., dom., tech., bbls., contract, 2,000 lbs. or more, works..lb. .36 - —
smaller lots, works....lb. .41 - —
USP, or import, gran., powd., bbls., 2,000-lb. lots. lb. .63 - —
1,000-lb. lots.....lb. .64 - —
smaller lots.....lb. .65 - —
tablets, 2,000-lb. lots...lb. .76 - —
1,000-lb. lots.....lb. .77 - —
smaller lots.....lb. .78 - —
Monobromate, bulk, 100-lb. lots..lb. 2.40 - —
25 to 50-lb. lots.....lb. 2.50 - —
Canada balsam (see Fir balsam).
Canary seed, Argentine, bgs...lb. .04 - .04¾
Morocco, bgs.....lb. .0580-.0600
Turkish, bgs.....lb. No stocks
Canella alba bark, bls.....lb. .45 - .50
Cantharides, Chinese, cs.....lb. 1.50 - 1.60
powd., bxs.....lb. 1.75 - 1.85
Russian, cs.....lb. 4.50 Nom.
powd., bxs.....lb. 5.50 Nom.
Capsicum (see Pepper, red).
Caraway, Dutch, bgs.....lb. .98 - 1.00
Carbazole, 95%, dms., ton lots, works..lb. .70 - —
smaller quantities, works..lb. .80 - —
98%, dms., ton lots, works..lb. .75 - —
smaller quantities, works..lb. .85 - —
Carbinol, butyl, norm. (see Amyl alcohol, normal).
Diethyl, l.c.l., works.....lb. .60 - —
Dimethylethyl, l.c.l., works..lb. .60 - —
Isobutyl, c.l., dms., frt. alld..lb. .225 - —
l.c.l., same basis.....lb. .255 - —
tanks, same basis.....lb. .215 - —
Carbon bisulphide, 55 gal., dms., c.l., frt. alld. E. of Miss. R., N. of Ohio R..lb. .05½- —
l.c.l., same basis.....lb. .06¼- —
5-gal. dms., c.l., same basis, lb. .07½- .08
l.c.l., same basis.....lb. .08½- .09
Dioxide, cyls.....lb. .06 - .06
Tetrachloride, Zone 1, 52½-gal. dms., c.l., frt. alld..gal. .73 - —
l.c.l., frt. alld.....gal. .80 - —
5 or 10-gal. dms., c.l., frt. alld..gal. .97 - —
l.c.l., frt. alld.....gal. 1.07 - —
Zone 2, 52½-gal. dms., c.l., frt. alld..gal. .80 - —
l.c.l., frt. alld.....gal. .87 - —
5 or 10-gal. dms., c.l., frt. alld..gal. 1.04 - —
l.c.l., frt. alld.....gal. 1.14 - —
Zone 3, 52½-gal. dms., c.l., frt. alld..gal. .91 - —
l.c.l., frt. alld.....gal. 1.00 - —
5 or 10-gal. dms., c.l., frt. alld..gal. 1.17 - —
l.c.l., frt. alld.....gal. 1.27 - —
Zone 4, 52½-gal. dms., c.l.gal. .83 - —
l.c.l. .....gal. .90 - —
5 or 10-gal. dms., c.l...gal. 1.07 - —
l.c.l. .....gal. 1.17 - —
All prices on carbon tetrachloride are frt alld. with the exception of Zone 4, in which case the prices indicated are based on f.o.b. cars, L. A. Cal.: S. F. Cal.: Portland, Ore., and Seattle, Wash. All packages are inclusive and not returnable. Zone 1 includes the following States:—Me., N. H., Vt., Mass., Ct., R. I., N. Y., N. J., Pa., Md., Del., Va., W.Va., N. C., Tenn., O., Ind., Mich., Ill., Wis., Minn., Ia., Mo., also the river towns of Burlington, Ia., and Kansas City, Kan. Zone 2 includes N. D., S. D., Neb., Kan., Okla., Ark., La., Miss., Ala., Ga., S. C. and Fla. Zone 3 includes that portion of Montana east of Billings and the states of Wyoming, Colo., N. M. and Texas. Zone 4 includes Wash., Idaho, Montana, Ore., Cal., Nev., Utah and Arizona.
Cardamom, bleached, cs.....lb. 1.45 - 1.60
decorticated, cs.....lb. 1.20 - 1.30
green, Ceylon, afloat, bgs....lb. 1.05 - 1.15
Carob bean flour (see Gum, Locust bean).
Carvol, bots.....lb. 4.00 - 4.25
Cascara sagrada bark, bulk....lb. .18 - .19
Case-hardening mixture, 20% jump, dms., l.c.l..lb. .09 - —
Casein, dom., 20-30 mesh, bgs., c.l., dlvd..lb. .28 - .29
5 tons, works.....lb. .28½- .29½
smaller lots, works....lb. .28½- .29¾
80-100 mesh, works.....lb. .28½- .29½
5 tons, works.....lb. .28¾- .29¾
smaller lots, works....lb. .29 - .30
import, Argent., 20-30 mesh, bgs., c.l., duty paid..lb. .28 - .29
80-100 mesh, bgs., c.l., duty paid—lb. .28½- .29½
French, 30 mesh, bgs., c.l., duty paid..lb. No prices
New Zealand, 20-30 mesh., c.l., bgs., duty paid..lb. No prices
Cassia, Batavia, No. 1, thin quill, bls..lb. .21½- .22
No. 1, regular, bls.....lb. .20½- .21
shortstick, bls.....lb. .19 - .19½
broken, bls.....lb. .18 - .18¼
China, buds, bgs.....lb. .17½- .18
Rolls, select, bls.....lb. .16½- .17
broken, extra, bls.....lb. .15½- .16
Saigon, No. 1, 4-10-4, bls...lb. .35 - .35½
10-6-2, bls.....lb. .35¼- .35¾
all thin, bls.....lb. .36 - .37
Cassia fistula, bskts.....lb. .18 - .19
Castoreum, nat., cns.....lb.12.50 -15.00
synth., bots.....lb.19.00 - —
Castor beans, Brazilian, ship't. c.&f., N.Y. long ton.72.50-73.00
Oil (see Oil, castor).
Pomace, dom., 6¼% ammon., bgs., c.l., works..ton.15.50 -16.00
import, bgs., c.i.f. ports, shipment..ton. No prices
Celery seed, French, bgs.....lb. .90 - .95
Indian .....lb. .62 - .63
Celluloid scrap (see Pyroxylin scrap).
Cellulose, acetate, flake, gran., frt alld..lb. .30 - —
Acetate-butyrate, high (33.5% butyryl content), 100-lb. ctn., 5,000 lbs. and up, frt. alld. lb. .45 - —
1,000-4,900 lbs., frt. alld..lb. .46 - —
100-900 lbs., frt. alld....lb. .47 - —
smaller pkgs., works.....lb. .48 - —
medium, (15.5 or 17.0%), 100-lb. ctns., 5,000 lbs. and up, frt. alld..lb. .43 - —
1,000-4,900 lbs., frt. alld.lb. .44 - —
100-900 lbs., frt. alld....lb. .45 - —
smaller pkgs., works.....lb. .46 - —
acetate-propionate, high (31.5% propionyl content), 100-lbs. ctn., 5,000 lbs. and up, frt. alld..lb. .45 - —
1,000-4,900 lbs., frt. alld.lb. .46 - —
100-900 lbs., frt. alld....lb. .47 - —
smaller pkgs., works.....lb. .48 - —
Triacetate, flake, frt. alld....lb. .30 - —
Cerium hydrate, dms., works..lb. .60 - —
oxalate, USP, bbls., works..lb. .35 - —
kgs., works.....lb. .37 - —
Chalk, precip., papermakers, bgs., c.l., works..ton.32.50 - —
rubbermakers, bgs., c.l., works, ton.30.00 - —
other industries, and paints, bgs., c.l., works..ton.40.00 - —
drugs, dentifrices and cosmetics, c.l., spot..lb. .02¾- —
Chamomile flowers, Hungarian, genuine, cs...lb. .85 - 1.00
Roman, bls.....lb. 5.25 Nom.
Charcoal, softwood, gran., bgs., c.l., dlvd., Ala., Del., Ga., Ky., Md., Miss., N. J., N. Y., N. C., S. C., Tenn., Va., W. Va..ton.35.40 - —
Colo. .....ton.32.00 - —
Conn., Me., Mass., N. H., R. I., Vt..ton.35.80 - —
Ill. (except river point), Minn., Neb., Wis.ton.27.00 - —
Indiana .....ton.31.00 - —
Ill. (river points), Mo., Okla., Tex. (except El Paso), Ia..ton.25.00 - —
Kansas, El Paso, Tex. ton.26.00 - —
Michigan .....ton.32.80 - —
Ohio .....ton.32.80 - —
Penn. .....ton.34.80 - —
Utah .....ton.36.00 - —
Willow, powd., bbls.....lb. .06 - .07
Chestnut extract, clarif., 25% tan., bbls., c.l., works..lb. .0240- —
l.c.l., bbls., works.....lb. .0265- —
tanks, works.....lb. .0190- —
Chillies (see Pepper, red).
China clay, dom., dry-grd., airfloat, 99.75%, 300 mesh, bgs., c.l., works..ton. 9.50 - —
l.c.l., works.....ton.10.00 -16.00
bulk, c.l., works...ton. 7.60 - —
200 mesh, bgs., c.l., works..ton. 8.50 - —
l.c.l., works.....ton. 9.50 -15.50
wet-grd., silk-bolt, 99.9%, 325 mesh, bulk, c.l., works..ton. 9.50 - —
paper bgs., c.l., works..ton.12.50 - —
import, white, lump, bulk c.l., ex dock, Balto., Boston, Norfolk, Phila..ton.18.60 -23.00
powd., cks., l.c.l., ex whse., ton.45.00 - —
Chloral hydrate, jars, 1,000 lbs.lb. .98 - 1.02
500 lbs.....lb. .98 - 1.03
100 lbs.....lb. .98 - 1.07
25 lbs.....lb. 1.00 - 1.09
1-10 lbs.....lb. 1.05 - 1.12
dms., 1,000 lbs.....lb. .90 - —
500 lbs.....lb. .93 - —
100 lbs.....lb. .95 - —
Chlorinated rubber, standard, c.l., ctns., works..lb. .32 - —
100 lbs., ctns.....lb. .35 - —
smaller lots.....lb. .38 - —
Chlorine,[2,3] liq., cyls., c.l., dlvd., N.Y..lb. .05½- —
contracts, dlvd., N. Y...lb. .05¾- —
l.c.l., dlvd. N. Y.....lb. .07¼- —
tanks, single units, works, frt. equald..100 lbs. 2.00 - —
multiple unit, 3 or over, works, frt. equald..100 lbs. 2.35 - —
2, works, frt., equald., 100 lbs. 2.75 - —
1, works, frt., equald., 100 lbs. 3.25 - —
Chloroform, tech., 650-lb. dms.lb. .20 - —
100-lb. dms.....lb. .22 - —
50-lb. dms.....lb. .23 - —
USP, 650-lb. dms.....lb. .30 - —
100-lb. dms.....lb. .32 - —
50-lb. dms.....lb. .33 - —
Chlorpicrin, com'l, 150-lb. cyls., frt. alld..lb. .30 - —
100-lb. cyls., frt. alld.....lb. .35 - —
25-lb. cyls., works.....lb. 1.00 - 1.15
1-lb bot., case 12, works, lb. 1.35 - —
Chrome acetate, powd., 24%, bbls., lb. .22 - —
solut., 8¼%, cs., bbls.....lb. No price
Cake, bulk, c.l., works.....ton.16.00 - —
Green (see Green, chrome).
Oxide (see Green, chrome).
Sulphate, pearls, dms., 100 lbs. lb. .40 - —
powd., dms., 100 lbs.....lb. .45 - —
scale, dms., 100 lbs.....lb. .45 - —
Trioxide (see Acid, chromic).
Yellow (see Yellow, chrome).
Chrysarobin, 5-lb. bot.....lb. 5.00 - —
Cinchona bark, quill, USP, 10 in., medium, cs...lb. .85 - .90
20 in., thick, cs.....lb. .85 - .90
20 in., medium, cs.....lb. .85 - .90
USP, broken quill, red, bgs..lb. .20 - .21
yellow, bgs.....lb. .20 - .21
Cinchonidine, small crys., cns., 100 ozs..oz. .89 - —
Sulphate, N.F., cns., 100 ozs.oz. .53 - —
Cinchonidine buyers must pay a surcharge of 8½c. per oz. to cover present war risk insurance, higher ocean freight rates and additional expenses over the cost of usual business. Changes in these controlling factors will be reflected in the surcharge invoiced.
Cinchonine, small crys., cns., 100 ozs..oz. .62 - —
large cryst., cns., 100 ozs..oz. .66 - —
Sulphate, N.F., cns., 100 ozs..oz. .42 - —
Cinchonine buyers must pay a surcharge of 8½c. per oz. to cover present war risk insurance, higher ocean freight rates and other expenses over the cost of usual business. Changes in these controlling factors will be reflected in the surcharge invoiced.
Cinchophen, USP, 25-lb. fib. dms., lb. 3.55 - 3.60
1 and 5-lb. bots.....lb. 3.70 - 3.80
100 lbs., dms.....lb. 3.50 - —
Cinnamic alcohol (see Alcohol, cinnamic).
Aldehyde, 99-100% pure, cbys., cns..lb. 1.25 - 1.60
Cinnamon, Ceylon, 2 bls.....lb. .26½- .27
3 bls.....lb. No stocks
Citral, bots., cns.....lb. 3.00 - 4.00
Citrine ointment, jars.....lb. .95 - .97
Citronellal, bots., dms.....lb. 1.50 - 2.25
Citronellol, bots., dms.....lb. 1.75 - 2.00
Clove, Amboyna, bgs.....lb. .28 - .28
Zanzibar .....lb. .15¾- .16½
Clover tops, red, bgs.....lb. .35 - .40
dom., bgs.....lb. .30 - .35
Coaltar, coal-gas, crude, bbls., c.l., works..bbls. 7.50 - 7.75
l.c.l., works.....bbl. 8.25 - 8.50
tanks, works.....gal. .07½- .09
refd., bbls., c.l., works....bbl. 8.00 - 8.25
l.c.l., works.....bbl. 8.75 - 9.00
tanks, works.....gal. .08½- .10
water-gas, crude, dms., c.l., works..dm. 7.50 - —
l.c.l., works.....dm. 8.25 - —
refd., dms., c.l., works...dm. 8.00 - —
l.c.l., works.....dm. 8.75 - —
Cobalt acetate, bbls., kgs., dlvd. lb. .80½- —
Carbonate, powd., bgs., works. lb. 1.58 - —
Chloride, kgs., works.....lb. .85 - —
Hydrate, bbls.....lb. 1.98 - —
Linoleate, paste, 8%, dms...lb. .31 - —
solid, 8¼%, bbls.....lb. .33 - —
Oleate, bbls.....lb. .25 Nom.
Oxide, black, kgs.....lb. 1.84 - —
Resinate, fused A, bbls.....lb. .13¼- —
1 %, cobalt oxide, bbls....lb. .13 - —
2 %, cobalt oxide, bbls....lb. .14 - —
3½%, cobalt oxide, bbls....lb. .17¼- —
precip., dms., dlvd.....lb. .34 - —
Sulphate, dms.....lb. .65 - —
Cocaine, hydrochloride, 100 ozs., cns..oz. 9.75 - —
Cochineal, gray, bgs.....lb. .37 - .38
Teneriffe, silver, bgs.....lb. .35 - .39
Cocoa butter, bulk, c.l., bgs...lb. .22½- .23
Cocillana bark, bgs.....lb. .22 - .26
Codeine, cns., 100 ozs.....oz.11.70 - —
Hydrochloride, cns., 100 ozs.oz.10.50 - —
Phosphate, cns., 100 ozs.....oz. 9.00 - —
Sulphate, cns., 100 ozs.....oz. 9.50 - —
Codliver oil (see Oil, codliver).
Cohosh, black, root, bls.....lb. .07 - .08
Blue, root, bls.....lb. .07 - .08
Colchicine, bots., cns.....oz.36.00 - —
Colchicum seed, bgs.....lb. 2.50 Nom.
Collodion, USP, dms., 325 lbs..lb. .15 - —
cns., 25 lbs.....lb. .19 - .20
flexible, USP, dms., 325 lbs..lb. .17 - —
cns., 25 lbs.....lb. .21 - .22
Colocynth pulp, bls.....lb. .95 - 1.00
Colombo root, bls.....lb. .22 - .23
Coltsfoot leaves, bgs.....lb. .35 - .40
Condurango bark, bgs.....lb. .10 - .11
Conium leaves, bls.....lb. .30 - .32
Copaiba, balsam, Para, cns....lb. .32 - .33
S.A., USP, cns.....lb. .34 - .35
Copper acetate, normal, bbls., dlvd..lb. .24 - —
smaller containers, dlvd...lb. .26 - —
Carbonate, 52-54%, bbls...lb. .18 - .20½
Chloride, anhyd., bbls.....lb. .19½- —
cryst. .....lb. .18½- .14½
Cyanide, tech., bbls.....lb. .34 - .38
Iodide, bots.....lb. 5.15 - 5.19
Metal, [1,2,3] electrolytic.....lb. .12 - .12½
Nitrate, cryst., bbls.....lb. .20 Nom.
Oleate, precip., bbls.....lb. .20 - —
Oxide, black, bbls., tons, works, lb. .19½- .21
Red, com'l, kxs., f.o.b. N. Y. lb. .20 - .22
Resinate, precip., bbls.....lb. .15 - .16
Sulphate, 99%, cryst., bbls., c.l., f.o.b. works..100 lbs. 5.00 - 5.50
l.c.l., 16-50 bbls., same basis, 100 lbs. 5.15 - 5.65
6-15 bbls., same basis, 100 lbs. 5.25 - 5.75
1-5 bbls., same basis, 100 lbs. 5.50 - 6.00
monohydrated, dms., c.l., dealers, f.o.b. works..100 lbs. 8.95 - —
l.c.l., dealers.....100 lbs. 9.95 - —
Copperas, cryst., gran., bgs., c.l., works..ton.17.00 - —
bbls., c.l., works.....ton.20.00 - —
l.c.l., 25 or over, works, 100 lbs. 1.55 - —
1-4, works.....100 lbs. 2.00 - —
bulk c.l., works.....ton.14.00 - —
Copra, Coast, ship.....lb. .04¼ Nom.
Coriander, bgs.....lb. .11½- .12
bleached, bgs.....lb. .12½- .13
Corn silk, bls.....lb. .23 - .28
Corn sugar, tanners', chipped, bxs., c.l., dlvd...100 lbs. 4.05 - —
slabs, bbls., c.l.....100 lbs. 3.41 - —
solid, bbls., c.l.....100 lbs. 3.53 - —
Syrup, 42°, bbls., c.l..100 lbs. 3.52 - —
43°, bbls., c.l.....100 lbs. 3.57 - —
Corrosive sublimate, cryst., dms., 50 lbs. or more..lb. 2.89 - —
gran., powd., dms., 50 lbs. or more..lb. 2.94 - —
Cottonroot bark, bls.....lb. .14 - .15



To Chemical Buyers of the Nation

Material shortages and delays arising from the National Defense Program and the war abroad are affecting more and more industries every day.

Every effort is being made by Mallinckrodt to keep supplies moving as promptly and completely as possible to the trade but it is increasingly evident that all of us must proceed, for a while at least, with reduced quantities of certain materials.

One way that every user of chemicals can help his country and his company to avoid waste and perhaps irreplaceable loss is to make sure that every shipment received is carefully handled and stored, even though for a short time, under conditions that avoid breakage, spoilage, and contamination.

To help insure instant use when needed in your operations, the Mallinckrodt Chemical Works offers its experience of nearly 75 years in supplying information to help avoid deterioration, etc., caused by improper handling and storage conditions.

Any user is welcome to this information on any item in our list which covers over 1500 fine chemicals including Iodides, Ethers, Bismuth Salts, Salicylates, Bromides, Mercury Salts, Stearates, Silver Salts, Nutgall derivatives and many others.

Write Chemical Storage Dept., 2nd & Mallinckrodt Sts., St. Louis, Mo.

MALLINCKRODT CHEMICAL WORKS

Mallinckrodt Street
St. Louis, Mo.

74 Gold Street
New York, N. Y.

CHICAGO • PHILADELPHIA • TORONTO • MONTREAL

Cottonseed Ash—Flake White

Cottonseed, hull ash, 32-36% pot-ash, bgs., dlvd...unit-ton. 1.00 - —
meal, 5%, Southeast, mills..ton.41.00 - —
Coumarin, 5 lbs. or more, 25-lb. cns..lb. 2.75 - 3.00
5-lb. cns..lb. 2.85 - 3.10
1-lb. cns..lb. 3.00 - 3.25
1-oz. cns..lb. 3.25 - 3.60
less than 5 dms., cns..lb. 4.15 - 4.65
Cramp bark, genuine, bls.....lb. .90 - .95
so-called, bls.....lb. .06 - .07
Cranesbill root, bls.....lb. .16 - .18
Cream of tartar, gran. or powd., bbls., 5,000 lbs., one shipm't. lb. .57½- —
smaller lots, bbls.....lb. .58 - —
kgs. .....lb. .58½- —
Creosote, beechwood, bots.....lb. .70 Nom.
hardwood, USP, bots.....lb. .45 - .47
Pine, dms.....gal. .28 - —
Carbonate, bots., chys.....lb. 1.90 - 2.25
Oil, crude, tanks, works....gal. .13½- .14½
Coaltar, solution, tanks, works, gal. .122 - .132
refd., bbls., l.c.l., works.gal. .26 - —
tanks, works.....gal. .18 - .18½
Cresol,[9] USP, dms., c.l., works, lb. .10¼- .10¾
l.c.l., same basis.....lb. .10¾- .11¼
special resin grade, dms c.l. works...lb. .09¼- .09¾
l.c.l., same basis.....lb. .09¾- .10¼
Crotonaldehyde, 97%, 55 and 110 gal., l.c.l., works..lb. .15 - —
5 and 10-gal. dms., works..lb. .18 - —
Cryolite, syn., c.l., frt. alld. E. of Miss. River...lb. .08½- —
l.c.l., works.....lb. .09¼- —
natural, c.l.....100 lbs. 8.75 - —
l.c.l. .....100 lbs. 9.25 - —
Cube root, powd., 5% rotenone, bbls., f.o.b. N. Y. C..lb. .27 - .28
4% rotenone prices are 3c. per lb. less.
Cubeb berries, XX, bgs.....lb. .48 - .50
powd. cs.....lb. .53 - .54
Culver's root, bls.....lb. .22 - .24
Cumin seed, Morocco, bgs.....lb. .18½- .19
Cyprus, bgs.....lb. .18½- .19
Indian, bgs.....lb. .17¾- .18¼
Persian, bgs.....lb. .18½- .19
Cutch, Borneo, extract, solid, contract, f.o.b. N. Y., duty paid..lb. .04¾- —
Cyanamide, 22% N, pulv., bgs., dlvd., contracts, N..unit-ton. No prices
Cyanide-chloride, mixture, 45%, gran., dms..lb. .10¾- —
amp, dms.....lb. .09¾- —
75%, gran., dms.....lb. .15 - —
Cyclohexane, 98-100%, dms., works..lb. .16 - —
Cyclohexanol, 98-100%, dms., works..lb. .23 - —
Cyclohexanone, 98-100%, dms., works..lb. .32 - —
Cyclopropane, USP, cyls., dlvd., gal. .27 - —

D

Damiana leaves, bls.....lb. .16 - .17
Dandelion root, bls.....lb. .60 - .65
Decanol, normal, tech., 360 lbs., dms., dlvd..lb. .35 - —
Deertongue leaves, bls.....lb. .13 - .14
Degras, common, dom., bbls...lb. .08¼- .08¾
neutral, dom., bbls.....lb. .15 - .17
Derris root, powd., 5% rotenone, bbls., f.o.b. N. Y..lb. .28 - .30
4% rotenone prices are 3c. per lb. less.
Derris, extract, 25% rotenone, bulk, cns..lb. 3.00 - 4.00
Dextrin, British gum, c.l., f.o.b. Chicago..100 lbs. 4.25 - —
l.c.l., f.o.b. Chicago..100 lbs. 4.25 - —
Corn, canary, bgs., c.l., f.o.b. Chicago..100 lbs. 4.00 - —
l.c.l., f.o.b. Chicago..100 lbs. 4.80 - —
white, bgs., c.l., f.o.b. Chicago..100 lbs. 3.95 - —
l.c.l., f.o.b. Chicago..100 lbs. 4.15 - —
Potato, bgs., dom., c.l.....lb. .08½- —
l.c.l., bgs. .....lb. .09½- .10
Diacetone (see under Alcohol).
Diacetyl, bots.....lb. 9.50 -11.00
Diamyl ether, dms., c.l., works, lb. .095 - —
l.c.l., works.....lb. .092 - —
tanks, works.....lb. .075 - —
Phthalate, dms., c.l., dlvd...lb. .21 - —
l.c.l., dlvd.....lb. .21½- —
tanks, dlvd.....lb. .20 - —
Diamylamine, dms., c.l., works, lb. .47 - —
l.c.l., works.....lb. .50 - —
Diamylene, dms., c.l., works..lb. .095 - —
l.c.l., works.....lb. .102 - —
tanks, works.....lb. .085 - —
Diamylnaphthalene, dms., l.c.l., works..lb. .17 - —
Diamylphenol (2, 4), dms., c.l., works..lb. .17 - —
l.c.l. .....lb. .20 - —
Diatomaceous earth, dom., natural, bgs., c.l., f.o.b. Pacific cst..ton.22.00 -25.00
l.c.l., ex whse.....ton.45.00 - —
purified, bgs., c.l., f.o.b. Atlantic seaboard..ton.85.00 -89.00
l.c.l., ex whse.....ton.85.00 -90.00
chemically pure, bgs., c.l., f.o.b. Atlantic seaboard..lb. .07 - —
l.c.l., ex whse.....lb. .10 - .16
import, Algerian, bgs., c.l., c.i.f. ton. No prices
Mexican, white, bgs., c.l., c.l.f. lb. .02 - .03
l.c.l. .....lb. .04 - .06
Dibutylamine, dms., c.l., works, lb. .50 - —
l.c.l. .....lb. .53 - —
tanks, works.....lb. .48 - —
Dibutyl ether (see Ether, butyl).
Phthalate,[2] dms., c.l., dlvd..lb. .19 - .20
l.c.l., dlvd.....lb. .19½- .20½
tanks, dlvd.....lb. .18 - .19
cns., works.....lb. .23½- .25½
Sebacate, dms., works.....lb. .45 - .47
Tartrate, dom., dms.....lb. .50 - —
Dicalcium phosphate (see Calcium phosphate dibasic).
Dichlorethyl ether, dms., c.l., works..lb. .15 - —
l.c.l., works.....lb. .16 - —
tanks, works.....lb. .14 - —
Dichloropentanes, dms., c.l., works...lb. .032 - —
l.c.l. .....lb. .04 - —
tanks .....lb. .025 - —
Diethanolamine, dms., c.l., works, lb. .22½- —
l.c.l., works.....lb. .24½- —
tanks, works.....lb. .22½- —
Diethylamine, dms., l.c.l., works, lb. .70 - —
Diethylamino ethanol, l.c.l., dms., works, frt. alld. E. of Miss. river, l.c.l., dms..lb. .75 - —
Diethylanilin, dms.....lb. .40 - —
Diethylcarbonate, com'l, dms..lb. .25 - —
refd., 99%, dms.....lb. .35 - —
Oxalate, dms., l.c.l., dlvd.....lb. .28 - —
Diethyl phthalate, dms., c.l., dlvd..lb. .20 - —
l.c.l. .....lb. .20½- —
tanks .....lb. .19 - —
Sulphate, dms., c.l., works...lb. .13 - —
l.c.l., works.....lb. .14 - —
tanks .....lb. .12 - —
Diethyleneglycol, dms., c.l., works, lb. .14 - —
l.c.l., works.....lb. .15½- —
Monobutylether, dms., works..lb. .22½- .24½
Monoethylether, dms., c.l., works..lb. .14½- —
l.c.l., works.....lb. .15½- —
tanks, works.....lb. .13½- —
Digitalis leaves, dms.....lb. .40 - .42
Digitoxol, laurate, c.l.....lb. .16 - —
Oleate, light, bbls., c.l.....lb. .17 - —
Stearate, bbls., c.l.....lb. .22 - —
Di-isobutyl ketone, dms., works.lb. .19 - —
Dilisted, cleaned, bgs.....lb. .08½- .09¾
Dimethyl phthalate, dms., c.l., dlvd..lb. .20 - —
l.c.l., dlvd.....lb. .20½- —
tanks, dlvd.....lb. .19 - —
Dimethylamine, dms., c.l., dlvd.lb. .85 - —
l.c.l., dlvd.....lb. .90 - —
Dimethylanilin, dms., c.l.....lb. .23 - —
l.c.l., dms.....lb. .24 - —
Dinitrobenzene, bbls., 80° min.lb. .16 - —
Dinitrochlorobenzene, dms.....lb. .14 - —
Dinitronaphthalene, kgs.....lb. .85 - .88
Dinitrophenol, bbls.....lb. .22 - —
Dinitrotoluene, dms.....lb. .18 - —
oily, dms.....lb. .05 - —
Diorthotolylguanidin, dms., 2,000 lbs. or over, dlvd..lb. .44 - —
600-1,950 lbs., dlvd.....lb. .46 - —
150-450 lbs., dlvd.....lb. .47 - —
Dioxan, dms., c.l., frt. alld....lb. .30 - —
l.c.l., same basis.....lb. .31 - —
tanks, same basis.....lb. .19 - —
Dip oil (see Tar acid oil).
Dipentene, dms.....gal. .50 - .51
tanks .....gal. .51 - —
dest., dist., dms.....gal. .55 - .58
tanks .....gal. .48 - —
Diphenyl, bbls., c.l., works...lb. .15 - —
l.c.l., works.....lb. .16 - .20
Oxide, perfume grade, dms..lb. .43 - .45
cns.....lb. .48 - .50
Diphenylamine, bbls.....lb. .25 - —
Diphenylguanidin, dms., 2,000 lbs. or over, dlvd..lb. .35 - —
600-1,950 lbs., dlvd.....lb. .36 - —
150-450 lbs., dlvd.....lb. .37 - —
Dimethyisethyl carbinol (see Carbinol).
Divi-divi, Colombian.....ton.43.00 - —
Venezuelan .....ton.47.00 - —
Doggrass root, imp. cut, NF, bls. lb. .32 - 1.00
domestic, bls.....lb. .32 - .37
Dogwood bark, Jamaica, bls...lb. .08 - .09
Dowers powder, USP, cns.....lb. 2.75 - 2.80
Dragon's blood, mass, cs.....lb. .65 - .85
reeds, cs.....lb. 1.00 - 1.05
Dyes, coaltar (certified colors) for foods, drugs and cosmetics:—
Blue, FD&C blue, No. 1, cns..lb.13.50 - —
FD&C blue, No. 2, cns.....lb.15.50 - —
Green FD&C green, No. 2, cns. lb.17.50 - —
FD&C green, No. 3, cns.....lb.27.50 - —
FD&C green, No. 1, cns., lb.13.50 - —
Orange, FD&C orange, No. 1, cns...lb. 2.90 - —
FD&C orange, No. 2, cns..lb. 3.65 - —
Red, FD&C red, No. 1, cns..lb. 6.00 - —
FD&C red, No. 2, cns.....lb. 3.15 - —
FD&C red, No. 3, cns.....lb.17.50 - —
FD&C red, No. 4, cns.....lb. 5.75 - —
FD&C red, No. 32, cns.....lb. 4.15 - —
Yellow, FD&C yellow, No. 1, cns..lb. 8.50 - —
FD&C yellow, No. 3, cns..lb. 2.65 - —
FD&C yellow, No. 4, cns..lb. 2.65 - —
FD&C yellow, No. 5, cns..lb. 3.15 - —
FD&C yellow, No. 6, cns..lb. 3.15 - —
Dyes, coaltar (certified colors), for drugs and cosmetics:—
Black, D&C black, No. 1.....lb. 8.35 - —
Blue, D&C blue, No. 6.....lb.13.50 - —
Brown, D&C brown, No. 1, cns., lb.12.35 - —
Green, D&C green, No. 5, cns., lb.12.35 - —
D&C green, No. 6, cns.....lb.12.35 - —
Orange, D&C orange, No. 3, cns..lb. 8.35 - —
D&C orange, No. 4, cns....lb.15.35 - —
D&C orange, No. 10, cns...lb.15.35 - —
D&C orange, No. 11, cns...lb.17.35 - —
Red, D&C red, No. 2.....lb. 6.00 - —
D&C red, No. 17.....lb. 8.35 - —
D&C red, No. 18.....lb.18.35 - —
D&C red, No. 19, cns.....lb.15.35 - —
D&C red, No. 22, cns.....lb. 8.35 - —
D&C red, No. 33.....lb.18.35 - —
D&C red, No. 37, cns.....lb.12.35 - —
Yellow, D&C yellow, No. 7, cns..lb. 8.35 - —
D&C yellow, No. 8, cns....lb. 8.35 - —
D&C yellow, No. 11.....lb.10.35 - —
Dyes, coaltar (certified colors), for external use drugs and cosmetics:—
Blue, Ext. D&C blue, No. 1, cns..lb.12.35 - —
Green, Ext. D&C green, No. 1, cns..lb.12.35 - —
Red, Ext. D&C red, No. 1, cns..lb.10.35 - —
Ext. D&C red, No. 3.....lb.21.35 - —
Ext. D&C red, No. 6.....lb. 7.35 - —
Ext. D&C red, No. 10, cns..lb.12.35 - —
Ext. D&C red, No. 13, cns..lb.12.35 - —
Yellow, Ext. D&C yellow No. 1, cns..lb. 8.35 - —
Dyes, coaltar, for general uses (numbers are those of Colour Index scale):—
36 Chrome yellow 2G.....lb. .65 - .70
40 Chrome yellow R.....lb. .50 - 1.00
53 Victoria violet.....lb. .80 - 1.00
165 Lake red C.....lb. .70 - .80
170 Fast red A.....lb. .56 - .60
180 Fast red VR.....lb. 1.50 - 1.60
189 Lake red R, paste.....lb. .85 - .90
189 Lake red R, powd.....lb. 3.00 - 3.10
Sulphur tan.....lb. .30 - .50
202 Chrome blue black U.lb. .32 - .40
204 Chrome black A.....lb. 1.75 - 2.00
208 Fast red blue R.....lb. .75 - 2.00
216 Chrome red B.....lb. 1.75 - 2.00
262 Cloth red 2B.....lb. .60 - .80
289 Fast cyanin 5R.....lb. .90 - 1.00
299 Chrome black F.....lb. .60 - .65
307 Fast cyanin black B.lb. .80 - .85
328 Direct cast scarlet....lb. 2.00 - 2.25
304 Paper yellow.....lb. .83 - .90
365 Chrysophenin G.....lb. .58 - .70
394 Direct violet N.....lb. 1.25 - 1.35
Dyes, coaltar, for general uses (numbers are those of Colour Index scale :—
382 Direct scarlet B.....lb. 1.80 - 1.75
387 Direct violet B.....lb. 1.00 - 1.80
401 Developed black BHN, lb. .45 - .60
406 Direct blue 2B.....lb. .25 - .30
415 Direct orange R.....lb. .60 - .70
419 Direct fast red F.....lb. .75 - .85
420 Direct brown M.....lb. 1.00 - 1.10
448 Benzo purpurin 4B...lb. .40 - .45
495 Benzo purpurin 10B..lb. .40 - .50
502 Direct asurin G.....lb. .75 - .80
512 Direct blue RD.....lb. .90 - 1.00
518 Direct pure blue 6B..lb. 1.10 - 1.25
530 Direct pure blue.....lb. .50 - 1.00
539 Direct fast black, FF.lb. .55 - 1.00
581 Direct black EW.....lb. .25 - .60
582 Direct black RX.....lb. .35 - .45
592 Direct green B.....lb. .75 - .80
594 Direct green G.....lb. 1.00 - 1.05
596 Direct brown 3GO....lb. .85 - 1.00
630 Direct yellow R.....lb. 1.25 - 1.50
606 Acid violet.....lb. 1.00 - 3.00
812 Primulin .....lb. .50 - .52
814 Direct fast yellow....lb. 2.00 - 2.25
845 Nigrosin (water soluble), lb. .35 - .50
1177 Indigo, 20 p.c. paste..lb. .15 - .16
Benzo fast black L...lb. .90 - 1.00
Sulphur black.....lb. .20 - .25
Sulphur blue.....lb. .40 - 1.00
Sulphur brown.....lb. .25 - .50
Sulphur maroon.....lb. .40 - —
Sulphur olive.....lb. .25 - .54
Sulphur yellow.....lb. .30 - .50
Zambesi black.....lb. .75 - .80
Black:—
465 Nigrosin derivatives..lb. .23 - .62
Blue:—
1075 Alizarin astrol base...lb.15.00 - —
1078 Alizarin cyanin green base..lb. 6.00 - —
Brown:—
Brown .....lb. 1.15 - —
Green:—
1078 Alizarin cyanin green.lb. 5.00 - —
Green .....lb. .75 - —
Orange:—
24 Sudan I.....lb. .75 - —
Red ahade.....lb. .75 - —
Red:—
75 Sudan II.....lb. 1.05 - —
258 Sudan IV.....lb. .95 - —
749 Rhodamine B (oil pink), lb. 2.50 - —
1080 Anthraquinone violet base..lb. 6.00 - —
686 Oil violet.....lb. .50 - —
Yellow:—
15 Amidoazobenzene yellow..lb. .90 - —
17 Amidoazotoluene yellow, lb. .75 - —
61 Yellow OB.....lb. 1.40 - —
Dyes, coaltar, for stains, spirit-soluble (prices in barrels of 250 lbs. each; lots of 25 lbs. to a barrel, 3c. per lb. higher; f.o.b. sellers' works or warehouse):—
Black:—
864 Nigrosin.....lb. .38 - .44
Blue:—
860 Indulin.....lb. .60 - .70
Brown:—
331 Bismarck brown.....lb. 1.50 - —
Green:—
637 Malachite green base..lb. 2.00 - —
Orange:—
20 Chrysoidin G.....lb. .95 - —
21 Chrysoidin R.....lb. .95 - —
Red:—
677 Fuchsin, magenta base, lb. 7.25 - —
749 Rhodamine B.....lb. 4.75 - —
Yellow:—
67 Amidoazotoluene yellow, lb. .75 - —
655 Auramine.....lb. 2.00 - —
800 Chinolin yellow 3S...lb. 2.00 - —
Violet:—
680 Methyl violet base....lb. .85 - —
Dyes, water-soluble (prices in barrels of 250 lbs. each; lots of 25 lbs. to a barrel, 3c. per lb. higher, f.o.b. sellers' works or warehouse).
Black:—
246 Naphthol blue black S.lb. .50 - —
573 Methylene gray.....lb. 1.50 - —
Blue:—
714 Patent blue A.....lb. 1.05 - 1.10
729 Victoria blue B.....lb. 1.85 - —
861 Indulin .....lb. .87 - —
909 New blue R.....lb. 1.80 - —
922 Methylene blue.....lb. 1.00 - —
.054 Alizarin saphirol B....lb. 1.90 - —
1180 Indigotin IA.....lb. .85 - —
Brown:—
234 Resorcin brown Y.....lb. .65 - —
235 Resorcin dark brown R, lb. .66 - —
231 Bismarck brown G....lb. .42 - .57
382 Bismarck brown R....lb. .42 - .57
798 Phosphin .....lb. 4.65 - —
Green:—
5 Naphthol green B.....lb. 1.00 - —
657 Malachite green.....lb. 1.85 - —
662 Brilliant green.....lb. 2.00 - —
666 Guinea green B.....lb. 1.15 - —
737 Wool green S.....lb. .58 - —
924 Methylene green B....lb. 1.55 - —
1078 Alizarin cyanin green.lb. 2.35 - —
Orange:—
10 Chrysoidin G.....lb. .40 - —
21 Chrysoidin R.....lb. .37 - —
27 Orange G.....lb. .50 - —
151 Orange Y.....lb. .30 - —
161 Orange R.....lb. .34 - —
31 Amidonaphthol red G..lb. .42 - —
37 Amidonaphthol red 6B. lb. .68 - —
79 Popceau R.....lb. .48 - —
88 Fast red B.....lb. 1.05 - —
176 Fast red A.....lb. .54 - —
179 Azorubin .....lb. .60 - .62
183 Crocein scarlet 3BX..lb. .72 - .75
185 Cochineal red A.....lb. .60 - —
252 Brilliant crosein M....lb. .68 - —
677 Fuchsin .....lb. 2.10 - —
749 Rhodamine B.....lb. 3.50 - —
752 Rhodamine 6G.....lb. 4.50 - —
768 Eosin G.....lb. 1.50 - —
841 Safranin .....lb. 1.45 - —
Violet:—
680 Methyl violet B.....lb. .75 - —
681 Crystal violet C.....lb. 1.75 - —
695 Acid violet 4BN.....lb. .68 - —
Yellow:—
10 Naphthol yellow S....lb. .88 - —
138 Metanil yellow.....lb. .53 - —
656 Fast light yellow....lb. 1.25 - —
689 Xylene light yellow...lb. 1.15 - —
640 Tartrazin .....lb. .80 - —
655 Auramine .....lb. 1.27 - —
Dyes, natural (see name of article).

E

Echniacea root, bls.....lb. .18 - .19
Egg albumen (see Albumen).
yolk, dried, dom., bbls.....lb. .92 - .95
imported .....lb. .83 - .85
Elder flowers, bright, bls.....lb. .75 - .80
Elecampane root, bls.....lb. .14 - .15
Elm bark, grinding, bls.....lb. .11 - .12
powd., bbls., bas.....lb. .19 - .20
select, bndls.....lb. .19 - .21
Emetine hydrochloride, bots...oz.24.00 -26.50
Ephedra, bls.....lb. .12 - .13
Ephedrine, USP hemihydrates, tins, 1,000 cns...oz. .60 - —
100 cns.....oz. .70 - —
anhyd., dms., 1,000-oz. lots.oz. .65 - —
100-oz. lots.....oz. .75 - —
Hydrochloride, tins, 1,000-oz. lots..oz. .45 - —
100-oz. lots.....oz. .55 - —
Sulphate, cryst., tins, 1,000-oz. lots..oz. .42 - —
100-oz. lots.....oz. .52 - —
Epsom salt, tech., bgs....100 lbs. 1.80 - —
bbls. .....100 lbs. 1.90 - —
Epsom salt prices on technical and USP are on the basis of freight equalized with Baltimore, Carteret, N. J., Chicago, Cincinnati, Cleveland, Houston, New Orleans, New York.
USP, cryst., dom., bgs., c.l., 100 lbs. 2.00 - —
l.c.l., 5,000 lbs., 1 with-drawal..100 lbs. 2.25 - —
smaller lots....100 lbs. 2.50 - —
bbls., c.l.....100 lbs. 2.10 - —
l.c.l., 5,000 lbs., 1 with-drwal..100 lbs. 2.35 - —
smaller lots....100 lbs. 2.60 - —
kgs., c.l.....100 lbs. 2.35 - —
l.c.l., 5,000 lbs., 1 with-drawal..100 lbs. 2.60 - —
smaller lots....100 lbs. 2.85 - —
dried, bgs., l.c.l.....lb. .08 - .09
Ergot, USP, cns., dms.....lb. 1.95 - 2.00
Eserine, bots.....oz.50.00 -72.00
Salicylate, bots.....oz.42.00 -45.00
Sulphate, bots.....oz.42.00 -45.00
Ether, acetic (see Ethyl acetate).
Butyl, l.c.l., dlvd.....lb. .26 - .28
Ethyl (see Ether, sulphuric).
Nitrous, conc., bots., 100 lbs., lb. .73 - —
Sulphuric, conc., 310-lb. dms.lb. .11 - —
27-lb. dms.....lb. .16 - —
Synth., dms., c.l., work.....lb. .10 - —
l.c.l., works.....lb. .11 - —
tanks .....lb. .08 - —
USP, anesthesia, hospitals, 1-lb. cns..lb. .52 - .58
Ethyl acetate,[3] 85-90%, dms., c.l., frt. alld..lb. .08½- .09½
l.c.l., frt. alld.....lb. .09 - .10
tanks, frt. alld.....lb. .07½- .08½
95-98%, dms., c.l., frt. alld.lb. .08¾- .09¾
l.c.l., frt. alld.....lb. .09¾- .10¾
tanks, frt. alld.....lb. .07¾- .08¾
NF, 390-lb. dms.....lb. .10 - —
cns., 35 lbs.....lb. .14 - .15
Acetoacetate, dms., c.l., wks.lb. .29½- —
l.c.l., dms., works.....lb. .30 - —
Benzoate, bots.....lb. 1.00 - 1.25
Bromide, tech., dms.....lb. .50 - .55
Caproate, cns.....lb. 1.06 - —
Chloride, dms.....lb. .18 - .20
Cinnamate, cns.....lb. 3.50 - 3.75
Formate, cns., dms.....lb. .25 - .26
Iodide, bots.....lb. 3.50 - 3.60
Lactate, 55-gal. dms., works, lb. .33½- —
5-gal. dms., works.....lb. .37½- .39½
Oenanthate, dms.....lb. .75 - 1.25
Oxalate, dms., frt. alld.....lb. .25 - —
Oxyhydrate, bots.....gal. 4.00 - 6.00
Silicate, l.c.l., dms., wks....lb. .77 - —
Vanillin, 25-lb. lots, cns.....lb. 4.75 - 6.00
5-lb. lots, cns.....lb. 4.80 - 6.05
1-lb. lots, cns.....lb. 4.95 - 6.15
Ethylcellulose, std. cans, 5,000 lbs. or more, frt. alld..lb. .45 - —
less than 5,000 lbs., same basis..lb. .47 - —
Ethylene, dichloride, dms., c.l., works, E. of Rockies, frt. alld..lb. .0742- —
West of Rockies, same basis..lb .0792- —
l.c.l., works, E. of Rockies, frt. alld..lb. .0795- —
West of Rockies, same basis..lb. .0841- —
Ethyleneglycol, dms., c.l.....lb. .14½- —
l.c.l. .....lb. .15½- .18½
tanks .....lb. .13½- —
Monobutylether, dms., c.l., works, lb. .16¼- —
l.c.l., works.....lb. .17¼- .20½
tanks, works.....lb. .15¼- —
monoethylether, dms., c.l., works..lb. .14½- —
l.c.l., works.....lb. .15½- .16½
tanks, works.....lb. .13½- —
Monoethylether, acetate, dms., c.l., works.....lb. .11½- —
l.c.l., dms.....lb. .12½- .15½
tanks, works.....lb. .10¼- —
Monomethylether, dms., c.l., works..lb. .15½- —
l.c.l., works.....lb. .16½- —
tanks, works.....lb. .14½- —
Ethylidinanilin, dms.....lb. .45 - .47½
Eucalyptol, cns., dms.....lb. 1.15 - 1.25
Eucalyptus leaves, bls.....lb. .11 - .12
Eugenol, cns., dms.....lb. 2.00 - 2.10
Euphorbia, bls.....lb. .09 - .10

F

Feldspar, enamel, 100 mesh, bulk, works..ton.14.00 -17.50
l.c.l., minimum 2 tons...ton.17.00 -20.50
glass, 20 mesh, bulk, works ton. 9.75 -12.25
l.c.l., minimum 2 tons...ton.12.75 -16.25
pottery, bulk, Me., works...ton.17.00 -19.00
N. C., works.....ton.17.00 -19.00
l.c.l., minimum 2 tons.ton.20.00 -22.00
Fennel seed, Argentine, bgs...lb. .11 - .11½
Indian, bags.....lb. .09 - .09½
French, bgs .....lb. No stocks
German, large, bgs.....lb. No stocks
Roumanian, bgs.....lb. .11¼- .12
Fenugreek, seed, bgs.....lb. .06¾- .07¼
Ferric, sulphate, anhyd., c.l., works..ton.35.00 - —
l.c.l. .....ton.40.00 - —
Film scrap, colors, dark, cns., 1,000 lbs. or over, works..lb. .12 - —
smaller lots, works....lb. .13 - —
light, cs., 1,000 lbs. or over, works..lb. .13 - —
smaller lots, works....lb. .15 - —
water white, cs., 1,000 lbs. or over, works..lb. .14 - —
smaller lots, works...lb. .15 - —
Fir balsam, Canada, cns.....gal.16.50 -17.00
Oregon, bbls.....gal. 1.10 - 1.25
Fish berries, bgs.....lb. .26 - .27
Fish scrap, menhaden, dried, 11-12% ammon., 15% bone phos., bulk, Chesapeake factories, contracts, futures...unit-ton. 4.75 & .10
meal, bgs., f.o.b. Balto....ton.66.00 - —
6-7% ammon., 3% phosphor. acid, bulk, Chesapeake Bay factories, contracts..... unit-ton. 2.75 & .50
sardine, Japanese, 11½% ammon. bgs., c.l.f. ports..ton. No prices
Flake white, dom., bbls.....lb. .09 - —
kegs .....lb. .11 - —
Tetrahydroxide, bbls.....lb. .65 - —

Fleaseed, French, black, bgs..lb. .55 - .60
Indian, blonde, bgs.....lb. .11 - .12
Fluorspar, dom., No. 1 ground, bulk, 96-98%, f.o.b. mines.. net ton.32.00 - —
washed gravel, 85.5 f.o.b. Ky. and-Ill.-Ky. mines.net ton.22.00 -28.00
No. 2, lump, 85.5 f.o.b. Ky. ton.
and Ill. mines..net ton.22.00 -28.00
imported, 85.5, duty paid, short. No prices
Formaldehyde,[1,2,3,4] bbls., c.l., works..lb. .0550- .0575
l.c.l., works.....lb. .06 - .0625
dms., c.l., works.....lb. .0515- .0540
l.c.l., works.....lb. .0565- .0590
tanks .....lb. .04 - .04½
Formaldehyde prices are under 4½c. to 9½c. OPA ceiling.
Fringetree bark, bls.....lb. .14 - .15
Fullers earth, dom., bgs., c.l., f.o.b. Fla., Ga. mines..ton.15.00 - —
import, bgs., c.l., ex dock.ton. No prices
l.c.l., ex whse.....ton. No prices
Furfural, ref., dms., c.l., works, lb. .15 - —
l.c.l., works.....lb. .17½- .20
tech., dms., contracts, 150,000 lbs..lb. .10 - —
c.l., works.....lb. .12½- —
l.c.l., works.....lb. .15 - .20
tanks, works.....lb. .09 - —
Fusel oil, refd., dms., incl., dlvd., lb. .17½- .19½
Fustic, cryst., bgs., No. 1....lb. .32 - —
No. 2...lb. .30 - —
No. 3...lb. .28 - —
extract, bbls., No. 1.....lb. .16 - —
No. 2...lb. .15 - —
No. 3...lb. .12½- —

G

G salt, bbls.....lb. .45 - —
Galangal root, bls.....lb. .11 - .12
Gambier, common, cases.....lb. .09 Nom.
plantation, cases.....lb. .12 Nom.
cubes, Singapore, cases..lb. .10½- .11
extract, bbls.....lb. .09½- .12
Gasoline[3] at refinery:—
Sayonne, US motor, tanks, ex tax..gal. .07½- .08
California (f.o.b. San Francisco), regular, trucks, tax incl..gal. .14½- —
Gulf Coast, US motor, 72-74 octane, tanks, ex tax...gal. .07½- —
Louisiana-Arkansas, US motor, 72-74 octane, tanks, ex tax..gal. .06¾- .06½
Oklahoma-Texas, US motor, 72-74 octane, tanks, ex tax..gal. .05¾- .06¾
natural, 18-55, tanks....gal. .05¼- —
26-70, tanks.....gal. .04¼- —
Gelatin, silver, cs.....lb. .80 - 1.00
Gelsemium root, bls.....lb. .14 - .15
Gentian root, bls.....lb. .70 - .75
grd., bbls., bxs.....lb. .72 - .77
powd., bbls., bxs.....lb. .74 - .79
Geraniol, 92-96%, cns., dms...lb. 2.35 - 2.50
other grades, cns., dms.....lb. 1.50 - 2.25
soap, cns., dms.....lb. .90 - 1.35
Ginger, African, No. 1, bgs....lb. .31½- .32
Cochin, bgs.....lb. .29 - .30
Jamaica, bold, bgs.....lb. .42 Nom.
medium, bgs.....lb. .40 - .41
grinding, bright, bgs.....lb. .39 - .40
Ginseng root, wild Southern, cs. lb.12.00 -13.00
Glauber's salt, anhyd. (see Soda Sulphate).
cryst., dom., bgs., bbls., c.l., works..100 lbs. 1.05 - 1.25
5 tons or over, works, 100 lbs. 1.15 - 1.35
less than 5 tons, works, 100 lbs. 1.25 - 1.45
import, bgs.....100 lbs. No prices
Glue, bone, calcimine type, 24 millipoise, 36 jelly-grams, bgs., c.l., dlvd. East or Midwest.....lb. .16 Nom.
l.c.l.....lb. .16½ Nom.
36/58, c.l.....lb. .15½ Nom.
l.c.l.....lb. .16 Nom.
58/82, c.l.....lb. .17 Nom.
l.c.l.....lb. .17½ Nom.
82/108, c.l.....lb. .17½ Nom.
l.c.l.....lb. .18 Nom.
hide, calcimine type, 58 millipoise, 125 jelly-grams, bgs., c.l., dlvd. East or Midwest..lb. .19 Nom.
l.c.l.....lb. .19½ Nom.
60/164, c.l.....lb. .19½ Nom.
l.c.l.....lb. .21 Nom.
67/122, c.l.....lb. .21½ Nom.
l.c.l.....lb. .22 Nom.
75/222, c.l.....lb. .24½ Nom.
l.c.l.....lb. .25½ Nom.
68/251, c.l.....lb. .24½ Nom.
l.c.l.....lb. .26½ Nom.
92/283, c.l.....lb. .26½ Nom.
l.c.l.....lb. .26½ Nom.
102/315, c.l.....lb. .27½ Nom.
l.c.l.....lb. .28 Nom.
113/347, c.l.....lb. .28 Nom.
l.c.l.....lb. .29 Nom.
125/379, c.l.....lb. .29 Nom.
l.c.l.....lb. .30 Nom.
Glue prices for barrel packing are ½c. per lb. highest grinding charges, 20-40 mesh, ½c. per lb.; 60 mesh, 1c. per lb.
Glycerin, CP, cns., l.c.l.....lb. .21½- .22
dms., c.l., dlvd.....lb. .19½- —
l.c.l., dlvd.....lb. .20 - .25
tanks, dlvd.....lb. .19¼- —
dynamite, dms.....lb. Nominal
high gravity, dms., c.l., dlvd.lb. .19½- —
l.c.l., dlvd.....lb. .20 - —
tanks, dlvd.....lb. .19¼- —
saponification, basis 88%, for industrial users, special colors, dms., returnable, c.l., dlvd..lb. .20½ Nom.
l.c.l., same basis..lb. .21½ Nom.
tanks .....lb. .20 Nom.
refiners, dms., returnable, tanks, dlvd..lb. .19 Nom.
soapiye, basis 80%, dms., returnable, tanks, dlvd..lb. .18 Nom.
Glycine, medicinal, bbls., tins.lb. 1.70 - 2.00
Glycol boriborate, dms.....lb. .22 - —
Phthalate, dms.....lb. .38 - —
Stearate, dms.....lb. .26 - —
Gold, U.S. purchase price....oz.35.00 - —
Chloride, acid brown, both..oz.20.75 -21.00
yellow, bots.....oz.18.75 -19.00
Gold-soda chloride, photo., bots., oz.12.00 - —
USP IX, bots.....oz.14.50 -14.75
Gold of pleasure, seed, bgs....lb. .20 - .21
Goldenseal, root, bls.....lb. 3.50 - 3.60
powd., bxs.....lb. 3.75 - 3.85
Grains of paradise, bgs.....lb. .38 - .40
Graphite, flake (cryst.), 90%, 325 mesh, 50% graphite carbon, bgs., c.l., works..lb. .07 - —
bbls., c.l., works.....lb. .07¼- —
l.c.l., works.....lb. .07½- —
amorph., powd., 90%, 325 mesh, 65% graphite carbon, bgs., c.l., works..lb. .02½- —
l.c.l., works.....lb. .03½- —
bbls., c.l., works.....lb. .02¾- —
80% graphite, carbon, bgs., c.l., works..lb. .03½- —
bbls., c.l., works.....lb. .03¾- —
l.c.l., works.....lb. .04½- —
Grease, house.....lb. .08½- —
white .....lb. .09 - —
yellow .....lb. .08½- —
Wool (see Adeps lanae and Degras).
Green, chrome, CP, dark, light, medium, blue content up to 5%, bbls., dlvd. N. of Tenn. and N. C., E. of Miss. river, including St. Paul, Minneapolis, Davenport, Rock Island, St. Louis..lb. .23 - —
6-10%, bbls., same basis..lb. .24 - —
11-15%, bbls., same basis..lb. .25 - —
16-20%, bbls., same basis..lb. .25½- —
21-25%, bbls., same basis..lb. .26 - —
26-30%, bbls., same basis..lb. .26½- —
31-35%, bbls., same basis..lb. .27½- —
36-40%, bbls., same basis..lb. .29 - —
41-45%, bbls., same basis..lb. .30½- —
46-50%, bbls., same basis..lb. .32 - —
Green, chrome, prices are ½c. higher dlvd. Ala., Fla., Ga., La., Tex. (Shreveport, 1¼c.), Miss., N. C., S. C., Tenn., Texas (Dallas, Ft. Worth, 1¼c.; El Paso, 2c.), Cedar Rapids, Des Moines, Kansas City, Lincoln, Omaha, St. Joseph, ½c. higher dlvd. Pac. Coast; for Denver, Pueblo, Salt Lake City, Wichita, prices are equalized with Chicago.
reduced, CP, color content up to 5%, same basis..lb. .08½- —
9-10%, bbls., same basis..lb. .07¼- —
11-13%, bbls., same basis..lb. .07¾- —
14-16%, bbls., same basis..lb. .08 - —
17-19%, bbls., same basis..lb. .08¼- —
20-21%, bbls., same basis..lb. .08½- —
22-23%, bbls., same basis..lb. .08¾- —
24-25%, bbls., same basis..lb. .09 - —
26-27%, bbls., same basis..lb. .09¼- —
28-29%, bbls., same basis..lb. .09¾- —
30-31%, bbls., same basis..lb. .10½- —
32-33%, bbls., same basis..lb. .11¾- —
34-35%, bbls., same basis..lb. .12¾- —
36-40%, bbls., same basis..lb. .14¾- —
41-45%, bbls., same basis..lb. .16¾- —
46-50%, bbls., same basis..lb. .17¼- —
51-55%, bbls., same basis..lb. .17¾- —
56-60%, bbls., same basis..lb. .18¼- —
61-65%, bbls., same basis..lb. .18¾- —
66-70%, bbls., same basis..lb. .19¾- —
71-75%, bbls., same basis..lb. .20¾- —
Oxide, dom., pure, bbls.....lb. .25 - —
ceramic, light shades, bbls., c.l., works..lb. .25 - —
l.c.l. works.....lb. .30 - —
standard grade, bbls., works..lb. .21 - .23
Paris (see P).
Tunstated, brilliant, kgs.....lb. 3.75 - —
emerald, kgs.....lb. 2.60 - —
Verdigris (see V).
Green dyes are listed under Dyes.
Grindelia robusta, bls.....lb. .09 - .10
Guaiac resin, cs.....lb. .80 - .85
strained, cs.....lb. .85 - .90
Wood, bls.....lb. .04 - .05
Guaiacol, liq., dms.....lb. 1.55 Nom.
Carbonate, fib. dms., 25 lbs..lb. 2.40 - 2.74
Gum, guarana, powd., cs.....lb. 1.20 - 1.25
Aloe (see A).
Ammoniac, tears, cs.....lb. .80 - .85
Arabic, amber sort, cleaned, bgs..lb. .24 - .25
white, sorts, 1, bgs.....lb. .45 Nom.
powd., bbls.....lb. .27 - .30
Asafetida (see A).
Asphaltum (see A).
Benzoin, Siam, cs.....lb. 2.50 - 2.60
Sumatra, cs.....lb. .24 - .25
Camphor (see C).
Chicle, prime, 33% moisture, bgs., ton lots..lb. .40 - .42
Copal, Congo, 1, water white transparent, bgs., c.l., ex dock or ex whse., N. Y. or San Francisco..lb. .49½- —
Gum, copal, dammar, elemi, kauri, mastic, sandarac, and yacca gum prices on 80,000 lbs. min. apply to assorted lots of gums as well as one grading; l.c.l. prices are ½c. higher for 10 bgs. or over; ½c. higher for 1-9 bags.
2, water white, bgs., c.l., same basis..lb. .29½- —
3, selected pale straw bold, bgs., c.l., same basis..lb. .24½- —
4, pale bold straw, bgs., c.l., same basis..lb. .24 - —
5, pale straw bold, bgs., c.l., same basis..lb. .22¾- —
6, pale amber bold, bgs., c.l., same basis..lb. .21½- —
7, pale straw bold, bgs., c.l., same basis..lb. .17 - —
8, light amber bold, bgs., c.l., same basis..lb. .17 - —
9, medium light amber bold, bgs., c.l., same basis..lb. .13¾- —
10, rescraped hard amber bold, bgs., c.l., same basis, lb. .13¾- —
11, hard dark amber bold, bgs., c.l., same basis..lb. .12¾- —
12, selected bold sorts, bgs., c.l., same basis..lb. .11¾- —
13, dark sorts bold, bgs., c.l., same basis..lb. .09½- —
14, selected, fully scraped, ivory, bgs., c.l., same basis..lb. .23¾- —
15, ordinary ivory sorts, bgs., c.l., same basis..lb. .10¾- —
16, inferior ivory sorts, bgs., c.l., same basis..lb. .09½- —
17, pale, fingers, bgs., c.l., same basis..lb. .18¾- —
18, pale straw nubs, bgs., c.l., same basis..lb. .19½- —
19, pale straw nubs, bgs., c.l., same basis..lb. .18¾- —
20, hard dark amber nubs, bgs., c.l., same basis..lb. .13½- —
21, ordinary selected nubs, c.l., same basis..lb. .12¾- —
22, small mixed nubs, bgs., same basis..lb. .10¾- —
23, dark mixed nubs, bgs., c.l., same basis..lb. .11¾- —
24, No. 1, ivory nubs, bgs., c.l., same basis..lb. .17½- —
26, pale small nubs, c.l., same basis..lb. .10¾- —
27, pale small nubs, bgs., c.l., same basis..lb. .10½- —
28, pale dust, bgs., c.l., same basis..lb. .06¾- —
Gum, copal, Batu, bold scraped, bgs..lb. .11¼- —
unscraped, bgs.....lb. .10¼- —
chips, bgs.....lb. .07¼- —
dust, bgs.....lb. .07 - —
nubs and chips, bgs.....lb. .07¼- —
black, bold, scraped, bgs..lb. .12¼- —
unscraped, bgs.....lb. .08 - —
nubs and chips, bgs.....lb. .07¾- —
Hiroe, Macassar, pale bold, bgs..lb. .13¾- —
chips, bgs.....lb. .10¼- —
dust bgs.....lb. .07 - —
nubs, bgs.....lb. .12¾- —
Singapore, Rasak, bold, bgs., lb. .22¾- —
chips, bgs.....lb. .12¾- —
dust, bgs.....lb. .07 - —
nubs, bgs.....lb. .17¾- —
Manila, Bocaa, amber and dark, bakts.....lb. .14 - —
light, bakts.....lb. .15¾- —
Loba A, bakts.....lb. .14½- —
B, bakts.....lb. .14½- —
C, bakts.....lb. .13¾- —
CNE, bakts.....lb. .10¼- —
D, bakts.....lb. .13¼- —
DK, bakts.....lb. .10 - —
dust, bakts.....lb. .07¾- —
Sambas and white split chips, bakts..lb. .15¾- —
Singapore, dust, bakts.....lb. .07¾- —
Spirit-soluble, CBB, bakts., lb. .13¾- —
DBB, bakts.....lb. .12¼- —
MA, bakts.....lb. .10¼- —
MB, bakts.....lb. .09¾- —
WS, bakts.....lb. .12¼- —
Philippine, Manila, amber sorts, bakts..lb. .10¾- —
chips, pale, bakts.....lb. .13¼- —
pale, small, bakts.....lb. .11¾- —
extra pale, sorts, bakts...lb. .13¼- —
nubs, bakts.....lb. .14¼- —
scraped, bakts.....lb. .15¼- —
seeds and dust, bakts....lb. .09¼- —
Pontianak, bold, genuine, bgs., lb. .22¾- —
mixed, bgs.....lb. .17¾- —
split, bgs.....lb. .15¾- —
chips, bgs.....lb. .12¾- —
nubs, bgs.....lb. .18¾- —
Dammar, Batavia, A, cs., same basis as copal..lb. .33¾- —
A/C, cs.....lb. .29¼- —
A/D, cs.....lb. .26¾- —
A/E, cs.....lb. .23¾- —
B, cs.....lb. .32¼- —
C, cs.....lb. .26¾- —
D, cs.....lb. .23¾- —
dust, cs.....lb. .12¾- —
E, cs.....lb. .16¾- —
F, cs.....lb. .13 - —
Singapore, 1, cs.....lb. .28¾- —
2, cs.....lb. .23½- —
3, cs.....lb. .12¾- —
chips, cs.....lb. .21½- —
dust, cs.....lb. .12¾- —
seeds, cs.....lb. .15¾- —
Elemi, cns, same basis as copal..lb. .08¾- —
Ester, ordinary, c.l., dms., contract, dlvd. New Eng., N. Y., N. J., Pa., Va., N. C., Ky., Ohio, Ind., Mich., Wis. and Ill..lb. .08½- .09½
Mont., Idaho, Wyo., Nev., Utah, Col., Ariz., N. Mex. and Western Tex..lb. .09 - .10
Pacific Coast (water shipt.)..lb. .08½- .10
Other points.....lb. .08¾- .10½
For delivery of 3,000 pounds, prices are ¼c. per pound higher than the above in each case; for delivery of smaller lots, prices are ½c. per pound higher in each case. Spot prices are ½c per pound higher.
Euphorbium, cs.....lb. .50 - .55
Galbanum, cs.....lb. 1.40 - 1.50
Gamboge, pipe, cs.....lb. .95 - 1.00
powd., bbls.....lb. 1.05 - 1.10
Ghatti, soluble, bgs.....lb. .11 - .15
superior, bgs.....lb. .09 - .11
Guaiac (see Guaiac resins).
Karaya, bbls., bxs., dms.....lb. .14 - .33
Kauri, brown, XXX, cs., c.l..lb. .60 - —
BX, cs., c.l., same basis..lb. .35 - —
B1, cs., c.l., same basis..lb. .28 - —
B2, cs., c.l., same basis..lb. .24 - —
B3, cs., c.l., same basis..lb. .18½- —
80%, chips, cs., c.l., same basis..lb. .15½- —
pale, XXX, cs., same basis.lb. .61 - —
1, cs., c.l., same basis....lb. .41 - —
2, cs., c.l., same basis....lb. .24 - —
3, cs., c.l., same basis....lb. .17¾- —
Kino, tins.....lb. No prices
Locust bean, powd., bbls.....lb. 1.10 - 1.15
Mastic, cs.....lb. 2.50 - 2.60
Myrrh, USP, cs.....lb. .50 - .55
Olibanum, siftings, cs.....lb. .09 - .10
tears, cs.....lb. .20 - .35
Opium (see O.).
Rosin (see R).
Sandarac, cks.....lb. .88 - .89
Scammony, cs.....lb. 1.10 - 1.75
Talha, bgs.....lb. .14 Nom.
Thus, bbls.....280 lbs.16.50 —
Tragacanth, Aleppo, 1 cs....lb. 3.25 - 3.40
2 cs.....lb. 2.70 - 2.80
3 cs.....lb. 1.10 - 1.20
Yacca, bgs.....lb. .06½- .07¾
Gypsum, Keene's cement, paper bgs., c.l., f.o.b. Acme, Tex., frt. equald..ton.22.45 - —
Medicine Lodge, Kan., frt. equald..ton.17.00 - —
Harlem River, N. Y., frt. equald..ton.27.65 - —
New Brighton, N.Y.; frt. equald..ton.27.65 - —
Southard, Oklahoma, frt. equald..ton.17.00 - —
Sweetwater, Texas, frt. equald..ton.21.45 - —
plaster of paris, paper bgs., f.o.b. Blue Rapids, Kans., frt. equald..ton.12.50 - —
Acme, Tex., frt. equald.ton.12.50 - —
Medicine Lodge, Kans., frt. equald..ton.12.50 - —
New Brighton, N. Y., frt. equald..ton.13.00 - —
Southard, Oklahoma, frt. equald..ton.12.50 - —
Sweetwater, Texas, frt. equald..ton.12.50 - —
stucco, paper bgs., c.l., f.o.b. Acme, Tex.; Akron, N. Y.; Blue Rapids, Kansas; Clarence Center, N.Y.; Fort Dodge, Ia.; Grand Rapids, Mich.; Gypsum, O.; Harlem River, N. Y.; National City, Mich.; New Brighton, N. Y.; Plasterco, Va.; Portsmouth, N. H.; Roton, Tex.; Saltville, Va.; Southard, Okla.; Sweetwater, Tex.; frt. equald.. ton. 8.00 - —

Fleaseed—Iron Phosphate

Gypsum, terra Alba, dom., paper bgs., c.l., f.o.b. New Brighton, N.Y.; Southard, Okla...ton.12.00 - —
Harlem River, N. Y..ton.12.00 - —
import, bgs., ex dock....ton. No prices

H

Hawthorn berries, bgs.....lb. .45 - .46
Heliotropin, cryst., cns.....lb. 3.00 - 3.40
Hellebore root, white, powd., bbls., lb. .18 - .19
Helonias root, bls.....lb. .50 - .55
Hematine, cryst., bgs., No. 1..lb. .34 - —
No. 2..lb. .30 - —
No. 3..lb. .28 - —
No. 4..lb. .26 - —
No. 5..lb. .24 - —
paste, bxs, No. 1.....lb. .14½- —
No. 2.....lb. .13½- —
No. 3.....lb. .12½- —
Hemlock bark extract, 25%, tan, c.l., bbls., works..lb. .03½- —
l.c.l., bbls., works...lb. .03¾- —
tanks, works.....lb. .03 - —
Hempseed, Manchur, bgs.....lb. .09 - .09½
Henbane leaves, bbls.....lb. 3.40 Nom.
Henna leaves, bls.....lb. .27 - .28
powd., bbls., bxs.....lb. .30 - .31
Heptane, mixed, 77-115°C., dms., c.l., Group 3..gal. .11 - —
l.c.l., Group 3.....gal. .16 - —
tanks, Group 3.....gal. .09 - —
Normal, 86-100°, dms., c.l., Group 3..gal. .11½- —
l.c.l., Group 3.....gal. .17 - —
tanks, Group 3.....gal. .09 - —
Hexaldehyde, normal, dms., c.l., works...lb. 1.10 - —
Hexalin (see Cyclohexanol).
Hexamethylenetetramine,[3,5,6] tech., dms., 1,500 lbs. or more, shipment, f.o.b. Perth Amboy or N.Y.C..lb. .32 - —
150 to 1,500 lbs., shipments, same basis..lb. .33 - —
USP, dms., 500 lbs. or more, shipments, same basis..lb. .38 - —
fib. ctns., same basis.....lb. .40 - —
Hexane, normal, tanks, Group 3, gal. .09¾- —
dms., c.l., dlvd., Group 3.. gal. .24 - —
l.c.l., 5 or more, dlvd., Group 3..gal. .29 - —
1-5, dlvd., Group 3...gal. .38 - —
laboratory grade, dms., c.l., Group 3..gal. .14 - —
l.c.l., Group 3.....gal. .25 - —
Hexanol, dms., l.c.l., works...lb. .25 - —
Homatropine hydrobromide, 25 oz., bots..oz.17.50 -23.00
Hoofmeal, 17-18% ammon., bulk, f.o.b. Chicago..unit. 2.95 - 3.00
Hops, N.F., bls.....lb. .29 - .31
Horehound, bls.....lb. .11 - .12
Hydrangea root, bls.....lb. .08 - .09
Hydrastine, bots., 4 ozs.....oz.15.00 - —
Hydrochloride, bots., 4 ozs...oz.16.00 - —
Sulphate, bots., 4 ozs.....oz.18.00 - —
Hydrastinine, 15 grs., bots...bot. 1.95 - —
Hydrastis (see Golden seal).
Hydroturamide, dms., 100 lbs. or more, works..lb. .30 - —
fib. ctns., works.....lb. .40 - —
Hydrogen peroxide, USP, bbls..lb. .03¾- .04
100 vols., cbys., E. of Miss. River; West Coast via Panama Canal..lb. .16 - .18½
Hydroquinone, dealers, bbls., dms. lb. .90 - .94
Hydroxycitronellal, cns.....lb. 5.25 Nom.
Hyoscine hydrobromide, bots.gm. 3.50 - —
Hyoscyamine, bots.....oz.21.25 -27.50
Hydrobromide, bots.....oz.21.25 -27.50
Sulphate, bots.....oz.21.25 -27.50
Hypernic, cryst., bgs., No. 1..lb. .42 - —
No. 2..lb. .34 - —
extract, bbls., No. 1.....lb. .24 - —
No. 2..lb. .19 - —

I

Iceland moss, bls.....lb. .25 - .27
Ichthyol bots.....oz.[7] 4.00 - —
Indian red (see Red, Indian).
Indigo, nat., Madras, cs.....lb. 2.14 - 2.20
synth., liq., bbls.....lb. .16½- .19
powd., bbls.....lb. .74½- .85
Indium metal.....oz.12.50 - —
Indol, CP, bots.....lb.35.00 Nom.
Insect flowers (see Pyrethrum).
Iodine, crude, jars, 25 lbs....lb. 1.67 - —
kgs., 150 lbs., less 5%, ex whse., Staten Island..lb. 1.35 - 1.44
resubl., bots., 5 lbs.....lb. 2.10 - —
jars, 50 lbs.....lb. 2.00 - —
Iodoform, dms., 100 lbs.....lb. 3.95 - 4.10
jars .....lb. 4.20 - —
Ionone, alpha, bots.....lb. 2.75 - 2.90
beta, bots.....lb. 3.00 - 3.25
Methyl, alpha, 100%, cns...lb. 4.35 - —
Ipecac root, bgs.....lb. 1.70 - 1.75
powd., bxs.....lb. 1.75 - 1.80
Irish moss, ordinary, bls.....lb. .25 - .28
powd., 80-90 mesh, bbls..lb. .35 - .38
prime bleached, bls.....lb. .33 - .35
Iron acetate, N. F., IV, 100 lbs. cbys..lb. .15 - —
dms., 50 lbs.....lb. .16 - —
liquor, bbls., c.l., dlvd....lb. .06 - —
l.c.l., dlvd.....lb. .04 - —
Chloride (ferric), tech., anhydr., 390-lb. dms...100 lbs. 4.65 - 6.25
150-lb. dms.....100 lbs. 5.00 - 6.00
cryst., bbls., works, frt. alld. or equald..lb. .05 - .06
kegs, works, frt. alld. or equald..lb. .07½- .08
liquor, cbys., wks., frt. alld. or equald..lb. .05 - .06
USP X, cryst., bbls.....lb. .07½- —
kegs .....lb. .08½- —
solut. cbys., works, frt. alld. or equald..lb. .06¼- .07
dms. .....lb. .07½- —
Citrate, USP VIII, pearls....lb. .72 - .75
powd., cns.....lb. .84 - .87
scales, cns.....lb. .77 - .80
Glycerophosphate, bbls., bgs., 1,000-lb. lots..lb. 3.50 - —
100-lb. lots.....lb. 3.40 - —
cns., 25 lbs.....lb. 3.53 - —
Hyposulphite, bbls., dms.....lb. 1.50 - 1.60
Iodide, bots.....lb. 3.15 - 3.23
syrup, cbys.....lb. .39 - .40
bots. .....lb. .53 - —
Nitrate, red, tech., dms.....lb. .03¼- .04
Oxalate, powd., kgs.....lb. .47 - .49
cns. .....lb. .32 - —
scales, cns.....lb. .82 - .85
Oxide, black, bbls., works...lb. .06 - —
Phosphate, ferric, pearls, cns., 50 lbs..lb. .54 - —
25 lbs.....lb. .57 - —
scale, cns., 50 lbs.....lb. .59 - —
25 lbs.....lb. .62 - —

Iron Pyrophosphate—Lime

Iron, pyrophosphate, pearls cns. lb. .59 - .62
scales, cns. lb. .44 - .46
Reduced, 90%, cs. lb. .65 - .75
Sulphate, tech. (see Coppers and ferrie sulphate).
Sulphate, USP, cryst., 275-lb. bbls. lb. .04½- —
dms., 100 lbs. lb. .06½- —
Iron-ammonia citrate, brown, gran., 2,000-lb. lots, dms. lb. .32 - —
200-lb. lots, dms. lb. .35 - —
pearls, 2,000-lb. lots, dms. lb. .32 - —
200-lb. lots, dms. lb. .35 - —
scales, 2,000-lb. lots, dms. lb. .44 - —
200-lb. lots, dms. lb. .47 - —
Prices on green are the same as for brown.
Iron-ammonia oxalate, bbls. lb. .23½- —
dms., kgs. lb. .25½- —
Iron-soda oxalate, bbls. lb. .23½- —
dms. lb. .25½- .26½
Isobutyl acetate, 55-gal. dms., works. lb. .0600 - —
tanks, works. lb. .0760 - —
Propionate, dms., works. lb. .102 - —
Isopentane, 50-gal. dms., single, works. gal. .45 - —
10-gal. dms., single, works. gal. .55 - —
Isophorone, dms., works. lb. .25 - —
Isopropylamine, dms., works. lb. .35 - —
Isopropanol (see Alcohol, isopropyl).
Isopropyl acetate, dms., 5 gals., E. of Rockies, frt. alld. lb. .12 - —
c.l., E. of Rockies, frt. alld. lb. .08½- —
l.c.l., E. of Rockies, frt. alld. lb. .09 - —
tanks, E. of Rockies, frt. alld. lb. .07½- —
Alcohol (see Alcohol).
Ether, dms., 5 gals., frt. alld. gal. .35 - —
55 gals., c.l., E. of Miss., frt. alld. gal. .35 - —
55 gals., c.l., W. of Miss., frt. alld. gal. .39 - —
l.c.l., E. of Miss., frt. alld., gal. .44 - —
tanks, E. of Miss., frt. alld., gal. .25 - —
W. of Miss., frt. alld., gal. .29 - —

J

Jaborandi leaves, bls. lb. .11 - .12
Jalap root, NF, bls. lb. .37 - .42
powd., bbls., bxs. lb. .42 - .53
resin, lump, 100-lb. lots, cns. lb. 5.85 - —
powd., bxs. lb. 5.90 - —
Juniper berries, bgs. lb. .70 - .90

K

Kamala, tins. lb. .33 - .34
Kaolin (see China clay).
Kava kava root, bls. lb. .14 - .16
Kerosene[3] at refinery:—
Bayonne, 41-43 w.w., tanks, gal. .0530- —
California (f.o.b. San Francisco), truck. gal. .11½- —
Gulf ports, p.w., bulk. gal. .07½- —
Louisiana - Arkansas, 41-43 w.w., blk. gal. .04⅝- .04⅝
Oklahoma-Texas, 41-43 w.w., tanks. gal. .04⅝- .04⅝
Pennsylvania, 45 w.w., tanks, gal. .05½- .06
Kola nuts, bgs. lb. .08 - .09

L

Lady slipper root, bls. lb. .36 - .37
Lanolin (see Adeps lanae)
Lard, city, tubs. 100 lbs. 11.50 11.75
Middlewestern, trcs. 100 lbs. 11.20 -11.30
Neutral, trcs. 100 lbs. 12.25 -12.50
Western, choice, trcs. 100 lbs. 11.30 -11.40
Compound, trcs. 100 lbs. 15.50 -15.75
Larkspur seed, bgs. lb. 4.00 Nom.
Laurel berries, bls. lb. .25 - .26
Leaves, Greek, bls. lb. .58 - .59
Portuguese, bls. lb. .24 - .26
Lavender flowers, ordinary, bls. lb. .60 - .65
medium, bls. lb. .83 - .85
select, bls. lb. .93 - .95
Lead acetate, white, broken, bbls., lb. .12 - .12½
cryst., bbls. lb. .12 - .12½
gran., bbls. lb. .12¾- .13¼
powd., bbls. lb. .12¾- .13¼
Arsenate, bgs., c.l. lb. .09 - .11
l.c.l., bgs. lb. .09½- .11½
Lead arsenate prices are works or whse. basis, frt. alld. to dest. in lots of 96 lbs. or over; no frt. or truck allowance for works or whse. pick ups.
Blue, basic sulphate, bbls., c.l., dlvd. E. lb. .06¾- —
l.c.l., dlvd. E., Ariz., Cal., Col., Idaho, Mont., Nev., N. M., Ore., Utah, Wash., Wyo. lb. .07 - —
l.c.l., dlvd., Ariz., Cal., Col., Idaho, Mont., Nev., N.M., Ore., Utah, Wash., Wyo. lb. .07½- —
Carbonate (see Lead, white).
Chloride, fib. dms., 100 lbs. lb. .49 - —
Iodide, NF V, powd., 5-lb. bots. lb. 2.80 - —
jars lb. 2.69 - —
Linoleate, pale, precip., dms. lb. .19 - —
Metal (see daily quotations in market report).
Metallic, paste, 200-lb. cont., f.o.b. works. lb. .10 - —
5-lb. cont., f.o.b. works. lb. .22 - —
Nitrate, bbls. lb. .11 - .14
Peroxide, powd., bbls., tech. lb. .23 - —
Oleate, bbls. lb. .18½- .20
Red, dry, 95% or less Pb_3O_4, bbls., c.l. (20 tons), dlvd. Ariz., Ark., Colo., Fla., Ga., Idaho, La., Miss., Mont., Nev., N. Mex., Okla., Tex., Utah, Wyo., and E. of Cascade Mts. in Ore. and Wash. lb. .0860- —
Other points. lb. .0884- —
Lead, red, dry, 95% Pb_3O_4, bbls., l.c.l., 5 tons, dlvd., Ala., Ark., Cal., Fla., Ga., La., Miss., Okla., Tex. and W. Cascade Mts. in Ore. and Wash. lb. .09 - —
Ariz., Idaho, Nev., Utah and E. of Cascade Mts. in Ore. and Wash. lb. .09½- —
Colo., Mont., N. Mex., Wyo. lb. .09¼- —
Other points. lb. .08⅝- —
smaller lots, Ala., etc. lb. .09¼- —
Ariz., etc. lb. .10 - —
Colo., etc. lb. .09⅝- —
other points. lb. .09¼- —
97%, Pb_3O_4, bbls., c.l. (20 tons), dlvd. Ala., etc. lb. .0885- —
other points. lb. .0860- —
l.c.l., 5 tons, dlvd., Ala., etc. lb. .08¼- —
Ariz., etc. lb. .09⅝- —
Colo., etc. lb. .07½- —
other points. lb. .09 - —
smaller lots, dlvd. Ala., etc. lb. .09⅝- —
Ariz., etc. lb. .10¼- —
Colo., etc. lb. .10 - —
other points. lb. .09½- —
98% Pb_3O_4, bbls., c.l. (20 tons), dlvd., Ala., etc. lb. .0910- —
other points. lb. .0885- —
l.c.l., 5 tons, dlvd. Ala., etc. lb. .09½- —
Ariz., etc. lb. .10 - —
Colo., etc. lb. .09⅝- —
other points. lb. .09¼- —
smaller lots, dlvd., Ala., etc. lb. .10 - —
Ariz., etc. lb. .10¼- —
Colo., etc. lb. .10⅛- —
other points. lb. .09¾- —
in oil, 95% min., 100-lb. kgs., lb. .12½- —
Resinate, fused, 15%, bbls. lb. .09½- —
pale, bbls. lb. .11¼- —
Silicate, bgs., 5 tons. lb. .0650- —
smaller lots. lb. .0701- —
Stearate, bbls. lb. .25 - —
Sulphate (see Lead, white basic sulphate).
Titinate, bgs. or bbls., c.l. basic sulphate, bbls., c.l., (20 tons), works, frt. alld. lb. .10¼- —
l.c.l., 5 tons, one delivery, E., frt. alld. lb. .10½- —
Pac. Cst., ex whse. lb. .10½- —
smaller lots, E. frt. alld. lb. .10⅝- —
Pac. Cst., ex whse. lb. .10⅝- —
White, dry, basic carbonate, bbls., c.l., dlvd. Ariz., Calif., Colo., Idaho, Mont., Nev., N. Mex., Ore., Utah, Wash. and Wyo. lb. .07⅝- —
other points. lb. .07½- —
l.c.l., dlvd. Ariz., etc. lb. .07⅝- —
other points. lb. .07¾- —
basic sulphate, bbls., c.l., dlvd. Ariz., etc. lb. .07 - —
other points. lb. .06¾- —
l.c.l., dlvd. Ariz., etc. lb. .07½- —
other points. lb. .07 - —
in oil, 100-lb. kgs., consumers, lb. .12¼- —
dealers lb. .11¼- —
painters lb. .13¼- —
Consumers' prices and painters' prices are ½c. lower on orders of 500 lbs. or more.

Lecithin, 100%, cns., f.o.b. N. Y. or Chi. lb. 2.50 - —
edible, grade 1, dms., c.l., same basis. lb. .45 - —
l.c.l., same basis. lb. .47½- .65
grades 2 or 3, dom., c.l., same basis. lb. .47½- —
l.c.l., same basis. lb. .50 - .67½
grade 4, dms., c.l., same basis, lb. .50 - —
l.c.l., same basis. lb. .52½- .70
purified, cs., dms., c.l., same basis. lb. .65 - —
l.c.l., same basis. lb. .67½- .85
tech., grade 1, dms., c.l., same basis. lb. .35 - —
l.c.l., same basis. lb. .37½- .55
grade 2 or 3, dms., c.l., same basis. lb. .37½- —
l.c.l., same basis. lb. .40 - .67½
grade 4, dms., c.l., same basis, lb. .40 - —

Lecithin prices quoted above are for goods packed in 25, 50 or 100-lb. dms. When goods are packed in 500-lb. dms. prices are 1c. per lb. less.

Lemon peel, bls. lb. .20 - .25
Licorice extract, mass, cs. lb. No prices
powd., bbls. lb. No prices
root, cuttings, bls. lb. .28 Nom.
powd., bbls., bxs. lb. .33 Nom.
select, bdls., cs. lb. .90 Nom.
Lime, chemical (quicklime), lump or pebble, bulk, f.o.b.
Adams, Mass. ton. 8.00 - —
Bellefonte, Pa. ton. 7.00 - —
Berkley, W. Va. ton. 7.00 - —
Carey, Ohio. ton. 7.00 - —
Cedar Hollow, Pa. ton. 8.50 - —
Crab Orchard, Tenn. ton. 6.25 - —
Eagle Mountain, Va. ton. 7.00 - —
Farnams, Mass. ton. 8.00 - —
Gibsonburg, Ohio. ton. 7.00 - —
Hannibal, Mo. ton. 6.50 - —
Keystone, Ala. ton. 6.25 - —
Knoxville, Tenn. ton. 6.25 - —
Limedale, Ark. ton. 7.00 - —
Longview, Ala. ton. 6.25 - —
Manistique, Mich. ton. 8.00 - —
Martinsburg, W. Va. ton. 7.00 - —
Menominee, Mich. ton. 8.00 - —
Mitchell, Ind. ton. 6.50 - —
Newala, Ala. ton. 6.25 - —
Rincon, Cal. ton. 13.00 - —
Ripplemead, Va. ton. 7.00 - —
Riverton, Va. ton. 7.00 - —
Rockland, Me. ton. 8.00 - —
San Francisco, Cal. ton. 13.00 - —
Scioto, Ohio. ton. 6.50 - —
Springfield, Mo. ton. 7.00 - —
Woodville, Ohio. ton. 7.00 - —
York, Pa. ton. 7.00 - —
Hydrated, paper bgs., f.o.b.
Adams, Mass. ton. 8.50 - —
Bellefonte, Pa. ton. 8.50 - —
Berkley, W. Va. ton. 8.50 - —
Buffalo, N. Y. ton. 10.00 - —
Carey, Ohio. ton. 8.50 - —
Cedar Hollow, Pa. ton. 8.00 - —
Crab Orchard, Tenn. ton. 9.00 - —
Eagle Mountain, Va. ton. 8.50 - —
Farnams, Mass. ton. 9.50 - —
Gibsonburg, Ohio. ton. 8.50 - —
Hannibal, Mo. ton. 8.50 - —
Keystone, Ala. ton. 9.00 - —

Lecithin

(Vegetable)

Now available in either Soya Bean Oil or Cocoa Butter carrier for prompt delivery direct from factory.

We Also Solicit Inquiries on These Products . . .

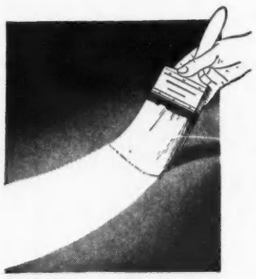
CHOLESTEROL • PYRIDINE • ALPHA PICOLINE
TALC • DIATOMACEOUS EARTH • LECITHIN
TARTARIC ACID • CITRIC ACID • CREAM OF TARTAR

NEUBERG CHEMICAL CORPORATION

441 LEXINGTON AVENUE, NEW YORK CITY • TELEPHONE MURRAY HILL 6-1990

Photo by Kurt Schelling

HOW WHITE IS WHITE LEAD?



This is not just a play on words. It is an honest question, the answer to which may be highly illuminating to you:

So great has been the improvement in color of basic carbonate white lead in recent years that today this pigment can be had with a dry brightness of 96%.

As you need not be told, that's really white. And, expressed in terms of paint-making, it means that you can obtain the required whiteness in your product and still have the advantages of white lead's proved durability and other desirable qualities.

We offer you five basic carbonate white leads, ranging from a low oil absorption type to one providing extra-high hiding and paint consistency. Thus you can select the particular white lead best suited to your purpose.

DUTCH BOY *Basic Carbonate* WHITE LEADS

111—*Extra-high hiding and paint consistency.* **333**—*High hiding and paint consistency, but less than 111.* **H.T.S.**—*Medium-high hiding and paint consistency.* **Carter**—*Medium-low oil absorption white lead, made by the Carter Process.* **Dutch**—*Low oil absorption white lead, made by the Dutch Process.*

NATIONAL LEAD COMPANY: 111 Broadway, New York; 116 Oak Street, Buffalo; 900 West 18th Street, Chicago; 659 Freeman Avenue, Cincinnati; 1213 West Third Street, Cleveland; 722 Chestnut Street, St. Louis; 2240 24th Street, San Francisco; National-Boston Lead Company, 800 Albany Street, Boston; National Lead & Oil Co. of Pennsylvania, 1376 River Avenue, Pittsburgh; John T. Lewis & Bros. Company, Widener Building, Philadelphia.

Lime, Hydrated—Mercury Oxide

Lime, hydrated, Knoxville, Tenn. ton. 9.00 - —
Le Roy, Minn. ton. 10.00 - —
Lime Crest, N. J. ton. 8.50 - —
Limedale, Ark. ton. 9.00 - —
Longview, Ala. ton. 9.00 - —
Louisville, Ky. ton. 14.50 - —
Manistique, Mich. ton. 9.50 - —
Marblehead, Ohio. ton. 9.50 - —
Martinsburg, W. Va. ton. 8.50 - —
Mitchell, Ind. ton. 9.00 - —
Newala, Ala. ton. 9.00 - —
Potoskey, Mich. ton. 9.00 - —
Port Island, Mich. ton. 9.00 - —
Rapid City, S. D. ton. 12.00 - —
Ripplemead, Va. ton. 9.00 - —
Rockland, Me. ton. 9.00 - —
San Francisco, Cal. ton. 16.00 - —
Springfield, Mo. ton. 9.00 - —
Woodville, Ohio. ton. 8.50 - —
York, Pa. ton. 8.89 - —
Spray, paper bgs., f.o.b. Adams, Mass. ton. 9.50 - —
Bellefonte, Pa. ton. 9.00 - —
Carey, Ohio. ton. 11.00 - —
Farnams, Mass. ton. 9.50 - —
Gibsonburg, Ohio. ton. 11.00 - —
Lime Crest, N. J. ton. 8.50 - —
Marblehead, Ohio. ton. 11.00 - —
Rockland, Me. ton. 10.00 - —
Sciote, Ohio. ton. 10.00 - —
Woodville, Ohio. ton. 11.00 - —
York, Pa. ton. 9.00 - —
Lime salts (see Calcium).
Lime-sulphur, dry, dealers, bgs., c.l., E. of and incl. N. Dak., S. Dak., Neb., Kans., Okla., Tex. lb. .07½- .08½
dms., same basis. lb. .10½- —
400 lbs., or more, bgs., same basis. lb. .07½- .08½
dms., same basis. lb. .11 - —
less than 400 lbs., same basis. lb. .08½- .09½
dms., same basis. lb. .13 - —
Solution, Zone 1, dms., consumers. gal. .16 - —
Zone 2, tanks, dealers, wks., gal. .06½- —
30-50, dms. gal. .11 - .16
Zone 3, tanks, dealers, divd. gal. .07½- —
30-50 dms. gal. .10½- .14½
Zone 4, tanks, dealers, wks., gal. .08 - —
dms., wks., except Cal. gal. .12 - —
Zone 5, tanks, dealers, divd., gal. .10½- —
dms. gal. .12 - —
Zone 6, tanks, dealers. gal. .07½- —
30-50 dms. gal. .10 - .14

Prices for lime sulphur solution are f.o.b. warehouse points, freight allowed. Zone 1: includes Ga., S. C., Ala., N. C., except the counties of Ashe, Surry, Stokes, Rockingham and Alleghany; Tenn., east of Tenn. river. Zone 2: New England States. Zone 3, Ark., Ohio, Ind., Ill., Ia., Ky., Wis., Minn., Mo., and Tenn. west of Tenn. River; Penn., eastern tier, and W. Va. western tier. Zone 4: West of Rocky Mountains, except southern California, which makes up Zone 5. Zone 6: N. Y. east of Herkimer, N. J., Md., Del., Va., Pa.—all counties lying east of the western boundary of Bedford, Blair, Center, Clinton and Potter. W. Va.—counties of Mineral, Hampshire, Morgan, Berkeley, Jefferson, and Hardy, N. C.—counties of Ashe, Alleghany Surry, Stokes and Rockingham.

Linalool, cns. lb. 3.75 - 4.00
Linalyl acetate, 70%, cns. lb. 3.00 - 3.50
90%, cns. lb. 4.00 - 4.50
92%, cns. lb. 5.50 - 6.20
Linseed, meal, bgs. ton. 33.50 - —
without leaves, bls. lb. .65 Nom.
Linseed, meal, bgs. ton. 32.50 - —
Litharge, com'l powd., bbls., 20-tons, divd., Ala., Ariz., Ark.; Colo., Fla., Ga., Idaho, La., Miss., Mont., Nev., N. Mex., Okla., Tex., Utah, Wyo., and E. of Cascade Mts. in Ore. and Wash. lb. .0700- —
divd., other points. lb. .0735- —
5 tons, divd., Ala., Ark., Cal., Fla., Ga., La., Miss., Okla., Tex. and W. of Cascade Mts. in Ore. and Wash. lb. .06 - —
Ariz., Idaho, Nev., Utah and E. of Cascade Mts. in Ore. and Wash. lb. .06½- —
Colo., Mont., N. Mex., Wyo. lb. .06¼- —
Other points. lb. .07%- —
smaller lots, divd., Ala. lb. .06½- —
Ariz., etc. lb. .09 - —
Colo., etc. lb. .05¾- —
Other points. lb. .06¼- —
Lithium bromide, bbls., 100 lbs., works, frt. equal'd. lb. 1.90 - —
50 lbs., works. lb. 1.93 - —
25 lbs., works. lb. 1.95 - —
Carbonate, NF VI, 250-lb. bbls. lb. 1.25 - —
100-lb. kgs. lb. 1.30 - —
Chloride, 25-lb. jars. lb. 1.65 - 1.70
Citrate, 250-lb. bbls. lb. 1.40 - —
25-lb. dms. lb. 1.45 - —
100-lb. kgs. lb. 1.40 - —
Fluoride, bbls. lb. 2.10 - 2.25
Iodide, 5-lb. bots. lb. 5.20 - —
25-lb. jars. lb. 5.05 - —
Lithopone, titanated (high-strength), bgs., c.l. (20 tons). lb. .06¼- —
smaller lots. lb. .06½- —
bbls., c.l. (20 tons). lb. .05¾- —
smaller lots. lb. .05¾- —
Ordinary, bgs., c.l. (20 tons). lb. .0385- —
smaller lots. lb. .0410- —
bbls., c.l. (20 tons). lb. .0410- —
smaller lots. lb. .0485- —

Lithopone in car lots is ½c. per lb. higher delivered to the Pac. Cst., and in less car lots is ½c. higher ex whse. Pac. Cst.

Liverwort, leaves, bls. lb. .55 - .60
Lobelia, herb, bls. lb. .35 - .37
Seed, bgs. lb. .40 - .45
Logwood, cryst., bgs., No. 1. lb. .28 - —
No. 2. lb. .26 - —
extract, bbls., No. 1. lb. .14 - —
No. 2. lb. .13 - —
No. 3. lb. .12½- —
No. 4. lb. .10 - —
solid, bxs., No. 1. lb. .23½- —
No. 2. lb. .21½- —
Lovage root, dms., bls. lb. .45 - .50
imported, bls. lb. .45 Nom.
Lupulin, N.F., tins. lb. 1.65 - 1.70
Lycopodium, cs. lb. 5.50 - 6.50

M

Mace, Banda, cs. lb. .45 - .46
Batavia, cs. lb. .29 - .30
Siauw, cs. lb. .35 - .36
West Indian, cs. lb. .51 - .52
Madder, Dutch, bbls. lb. .32 - .38
Magnesia, arsenate, dms. lb. .78 - .90
Calcined, tech., USP., bbls., wks. lb. .26 - —
Carbonate, tech., Zone 1, c.l., bgs. lb. .06¼- —
bbls. lb. .07½- —
kgs. lb. .09¾- —
l.c.l., bgs. lb. .07¼- —
bbls. lb. .08½- —
kgs. lb. .09¾- —
Zone 2, c.l., bgs. lb. .06¼- —
bbls. lb. .07½- —
kgs. lb. .09¾- —
l.c.l., bgs. lb. .07 - —
bbls. lb. .08¼- —
kgs. lb. .09½- —
USP, Zone 1, c.l., bgs. lb. .06 - —
bbls. lb. .08½- —
kgs. lb. .09¾- —
l.c.l., bgs. lb. .09 - —
bbls. lb. .09½- —
kgs. lb. .10¾- —
Zone 2, c.l., bgs. lb. .08 - —
bbls. lb. .08½- —
kgs. lb. .09¾- —
Zone 2, l.c.l., bgs. lb. .09¾- —
bbls. lb. .09¼- —
kgs. lb. .10½- —
Other points. lb. .08 - —
Magnesia:—Zone 1—Mass., Conn., R. I., N.Y., N.J., Pa., D. of C., Del. and Md. c.l. shipments, frt. equald, with Phillipsburg, Ambler, Plymouth Meeting, Valley Forge, and New York. On l.c.l. shipments, frt. alld., including divd. storedoor. Magnesia prices are f.o.b. Plymouth Meeting. Zone 2—Balance of U.S.; prices f.o.b. Plymouth Meeting, Ambler, Phillipsburg, Valley Forge, and New York.
Magnesium, chloride, anhyd., dom., bbls., divd. lb. .13 - —
flake, dom., bbls., wks., c.l., ton. 32.00 - —
l.c.l., bbls., wks. ton. 39.00 - 42.00
Hydroxide, med., 200-lb. bbls. lb. .25 - —
25-lb. dms. lb. .30 - —
100-lb. kgs. lb. .26 - —
Hypophosphite, cns., 100 lbs. lb. 1.45 - —
Oxide (see Calcined).
Palmitate, bbls. lb. .83 Nom.
Peroxide, 15%, dms., works. lb. 1.00 - 1.35
Silicate (see Talc).
Silicofluoride, bbls. lb. .15 Nom.
Stearate, bbls., ctns., 1 ton. lb. .31 - —
smaller lots. lb. .33 - —
Sulphate (see Epsom salt).
Trisilicate, 1,000-lb. contracts, dms. lb. .37 - —
smaller lots, dms. lb. .42 - —
cs., 500-lb. lots. lb. .40 - —
100-lb. lots. lb. .42 - —
5-lb. cns. lb. .60 - —
Magnesite, cal., dom., bgs. ton. 72.00 -80.00
imports, bgs., duty paid. ton. No prices
dead-burned, dom., bulk, c.l., f.o.b. Chewelah, Wash. ton. 22.00 -25.00
Malva flowers, black, bls. lb. .90 - .95
blue, bls. lb. .90 Nom.
Leaves, bls. lb. .40 - .45
Manaca root, bls. lb. .23 - .24
Mandrake root, bls. lb. .14 - .15

Manganese acetate, dms. lb. .26½- —
Arsenate, bgs. lb. .12 - .12½
Borate, tech., bbls. lb. .15 - .16
Carbonate, bbls. lb. .19 - —
Chloride, bbls. lb. .14 Nom.
Dioxide, African, battery, 84-87%, bbls., 28-40 tons, works, ton. 71.50 - —
5-15 tons, works. ton. 74.50 - —
½, 4 tons, works. ton. 79.50 - —
Caucasian, 85-90%, bbls., c.l., works. ton. 74.00 - —
l.c.l., 5 tons, works. ton. 77.00 - —
smaller lots, works. ton. 82.00 - —
burlap bgs., c.l., works, ton. 71.75 - —
l.c.l., 5 tons, works. ton. 74.75 - —
smaller lots, works. ton. 79.75 - —
paper bgs., c.l., works. ton. 70.00 - —
l.c.l., 5 tons, works. ton. 73.00 - —
Glycerophosphate, bbls., bgs., 1,000-lb. lots. lb. 3.05 - —
100-lb. lots. lb. 3.15 - —
cns., 25 lbs. lb. 3.27 - —
Hydrate, bbls., divd. lb. .52 - —
Iodide, bots., 5 lbs. lb. 5.70 - —
jars, 25 lbs. lb. 5.55 - —
Linoleate, liquid, 4%, dms. lb. .18 - .19½
solid, precip., 5.2%, bbls. lb. .19 - —
Ore, Cuban, 51-52%, basis All ports, unit-ton. .71 Nom.
Resinate, fused, 3½%, bbls. ton. .08¼- .08½
precip., dms. lb. .12 - —
Sulphate, anhyd., ton lots, works, lb. .10½- —
single, bbls., works. lb. .11½- —
fertilizer, 65%, MnSo., bgs., c.l., divd., South. ton. 57.00 - —
l.c.l., bgs. ton. 65.00 -75.00
Mangrove bark, bgs., shipt. ton. 37.00 -38.00
Manna flake, large, cs. lb. 2.00 Nom.
small, cs. lb. 1.50 Nom.
Mannitol, com'l grade, bbls., ton lots, works. lb. .35 - —
smaller lots, works. lb. .40 - —
reagent grade, 50-lb. cs., or multiples, works. lb. .35 - —
Marble flour, bgs. ton. 12.00 -14.00
Marjoram, French, No. 1. lb. .60 Nom.
Tunisan, bls. lb. .32 - .33
Chilean lb. .12 - .12½
Menthol, natural, Chinese, cs. lb. 7.00 - 7.25
Japanese, cs. lb. 7.00 - 7.25
synthetic, USP, cs. lb. No prices
Menthyl salicylate, tins, 100-lb. lots. lb. 3.00 - —
25-lb. lots. lb. 3.10 - —
Mercurial ointment, 30%, pails, 50 lbs. lb. 1.34 - —
25 lbs. lb. 1.36 - —
50%, pails, 50 lbs. lb. 1.94 - —
25 lbs. lb. 1.96 - —
Mercury (see Quicksilver).
Ammoniated (see White precipitate).
Bichloride (see Corrosive sublimate).
Bisulphate, 5-lb. bots. lb. 2.82 - —
100-lb. fib. dms. lb. 2.60 - —
25-lb. jars. lb. 2.71 - —
Chloride (see Calomel).
Cyanide, cryst. lb. 4.00 - 4.05
powd. lb. 4.00 - 4.05
Iodide, red, NF, 5-lb. bots. lb. 4.51 - —
100-lb. fib. dms. lb. 4.40 - —
yellow, 5-lb. bots. lb. 4.61 - —
fib. dms., 100 lbs. lb. 4.50 - —
Nitrate ointment (see Citrine ointment).
Oxide, red, NF (see Red precipitate).
tech. (see Red, mercury oxide).
yellow, tech. (see Yellow, mercury oxide).
NF VI, fib. dms., 50 lbs., or more. lb. 3.38 - —

Spot Deliveries

Nickel Sulphate

ZINC SULPHATE . . SODIUM HYDROSULPHITE . . COPPER CARBONATE
WHITE HEAVY CALCINED MAGNESIA . . . . SODIUM FLUORIDE
WHITE CALCINED MAGNESITE . . . . . SODIUM ACETATE

OTHER SPECIAL PRODUCTS

Distributors for RUFERT CHEMICAL COMPANY

NICKEL FORMATE . . . . ALSO NICKEL CATALYST
NICKEL CARBONATE . . . NICKEL OXIDE . . . ETC.

GOLWYNE CHEMICALS CORPORATION

420 LEXINGTON AVENUE • NEW YORK, N. Y. • PHONE LE 2-9740

OIL, PAINT AND DRUG REPORTER October 6, 1941

ADVERTISEMENT—*This entire page is a paid advertisement.*

Prepared Monthly by U. S. Industrial Chemicals, Inc.

RECEIVED OCT 6 1941 LIBRARY THE CHEMICS GR

U.S.I. CHEMICAL NEWS

October ★ A Monthly Series for Chemists and Executives of the Solvents and Chemical Consuming Industries ★ 1941

Coatings Industry Shows New Interest In Natural Resins

Broader Use Seen as Result of Shortage of Synthetic Resins

Manufacturers of paint, varnish, and lacquer are displaying great interest in natural resins, according to Mr. A. J. Wittenberg, of Stroock & Wittenberg Corporation. This has come about largely as a result of the present synthetic resin situation. Because of temporary shortages of certain raw materials, synthetic resins have been greatly curtailed for the past three months. More recently, OPM Regulation No. 1 was issued, making certain types of synthetic resins subject to priorities for defense and high-rated civilian uses.

In finishes for non-defense use, manufacturers will encounter difficulties in securing synthetic resins, and many of them have already reverted to formulas employing natural resins, which were used exclusively prior to the introduction of synthetics. With the many new oils now available, the formulator has wide latitude with natural resins.

The Government, aware of the resin situation, considers natural resins as a critical item. This recommendation has been made by OPM and accepted by the Maritime Commission, with the result that space is being allotted on available steamers for transportation of natural resins to this country.

Stroock & Wittenberg Corporation, in addition to manufacturing a complete line of synthetic resins, has handled all of the popular natural resins for many years, and endeavors to maintain stocks of them at all times. Among the resins which have recently found wide use for new purposes are Congo Gum (raw and processed), Damars, and East Indies (Pale, Black, and Batu).

Technical data on the applications of the natural resins may be obtained from Stroock & Wittenberg Corporation.

Rubber Manufacture, Use Described by Dr. Fisher

The history, manufacture, properties, and applications of rubber are clearly and concisely explained in the recently published *Rubber and Its Use*, by Dr. H. L. Fisher, of U.S.I.'s research staff.

Written in non-technical language easily understood by those unfamiliar with the rubber industry, the book fills the need for a general, authoritative survey of the industry. It is the outgrowth of Dr. Fisher's many years of experience in lecturing on the chemistry and technology of rubber. Among the subjects covered are: properties of crude and vulcanized rubber; compounding and vulcanizing; manufacturing processes; synthetic rubbers; and rubber derivatives.

Dr. H. L. Fisher

Acetoacetarylides Assume New Importance in Dye Manufacture

Increasing Use of Yellow Pigment Dyestuffs Widens Market For Intermediates Produced by U.S.I.; Many Shades Possible

With the yellow pigment dyestuffs expanding their utility as chrome yellow production is absorbed largely by requirements for olive drab pigments, the acetoacetarylides manufactured by U.S.I. are taking on new importance as pigment dye intermediates. The Hansa Yellows have been used for many years, and newer toluidine and benzidine yellows have also come into favor, where color tone, brilliance, and durability are of primary importance. With current conditions introducing the advantages of these yellows into new fields, the present trend toward their use may well become permanent.

U.S.I. research in dyestuff intermediates has been an important contributing factor in the growth of these yellows. Not only have improvements in manufacturing processes at U.S.I. made possible reductions in the cost of the acetoacetarylides, but the introduction of new compounds in the group has opened to the makers of organic pigments a wider range of shades among the yellow pigment group.

Preparation of the Yellows

In general, the Hansa and the newer yellows are prepared by coupling an acetoacetarylide with a diazotized amino compound, preferably containing nitro groups, which help to retain the insolubility in oil, and thus to prevent bleeding. One of the most widely known of the acetoacetarylides is acetoacetanilide, which U.S.I. has produced on a commercial scale for a number of years. U.S.I. Acetoacetanilide is prepared by reacting ethyl acetoacetate (itself an important intermediate in dyestuffs and pharmaceuticals) with aniline, eliminating ethanol. When acetoacetanilide is coupled with diazotized meta-nitro-para-toluidine, Hansa Yellow G is formed. Slightly different shades are obtained by using other diazotized amino compounds.

While a change in the diazotized amino compound employed offers the dyestuff manu-

(*Continued on next page*)

Visit the S & W Booth At Paint Conventions

Those attending the paint industry conventions to be held this month are cordially invited to visit the exhibit of Stroock & Wittenberg Corporation at Booth 18. Dates are October 27-28 for the meeting of the Federation of Paint and Varnish Production Clubs; October 29-31 for the National Paint, Varnish and Lacquer Association. Place is the Drake Hotel, Chicago.

Suggests Use of Lignin As Lacquer Ingredient

ERIE, Pa.—A hitherto undiscovered use for lignin — by-product of the pulp and paper industry — is revealed by an inventor here, who has patented the use of lignin as a lacquer ingredient.

When recovered by processes described in the patent, the lignin can be dissolved in organic solvents commonly used in nitrocellulose lacquers, and the solutions are compatible with solutions of cellulose esters. For example, a lacquer may be prepared with the following proportions:

	Per cent
Amyl acetate	45.0
Turpentine	25.0
Methanol	20.0
Cellulose nitrate	5.0
Lignin	5.0

It is possible, the inventor claims, to use the lignin in conjunction with natural or synthetic resins.

Spray lacquering, always a popular method of touching up or completely refinishing cars, may become even more important in this field as cars are kept in service longer. One difficulty in spray refinishing has been the problem of masking glass surfaces, such as headlight lenses and windows, to protect them from the lacquer. This difficulty can be overcome, it has been reported, by coating the glass with a composition of 2.0 parts of kaolin, 1.5 parts of glycerin, 4.5 parts of water, and 0.25 part of butanol. The composition is applied with a brush, and can be removed with a putty knife or by washing with water after the spraying operation has been completed. Composition can be used to mask metal surfaces also.

ADVERTISEMENT—*This entire page is a paid advertisement.*

October ★ # U.S.I. CHEMICAL NEWS ★ 1941

Urethan and Dye Used in New Duplicating Process

CHICAGO, Ill.—An unusual application for urethan in the preparation of master copies for hectograph or spirit duplication processes has just been revealed in a patent granted to inventors here and in Cincinnati.

In previous reproduction processes using water- or alcohol-soluble dyes to form the designs, the inventors point out that difficulty has been encountered in obtaining sufficiently heavy dye ink deposits. In the new process, the design is formed by fusing on the master sheet a powdered dye composition. A suitable composition can be prepared by melting 200 parts of urethan in a water bath and adding 250 parts of crystal violet.

The process appears to open an entirely new field of utility for urethan, a U.S.I. product which in the past has been used chiefly as a fixative in dyeing human hair, an ingredient in pharmaceuticals, and an intermediate in organic synthesis.

Improves Solubility of Azo Dyes in Organic Solvents

PENNS GROVE, N. J.—The azo dyes can be made much more soluble in organic solvents, and hence more valuable for the staining of wood, if the sodium in the commonly used forms is replaced by hydrogen.

This discovery, which has been patented by an inventor here, is expected to overcome the previous disadvantages in the use of azo dyes for wood staining. In the form of sodium salts, the dyes are only slightly soluble in the organic solvents, and when applied in water solutions, they have a tendency to raise the grain of the wood. When the azo dyes are treated with an acid, however, the resulting products are easily dissolved in ethanol, butanol, and other organic solvents, and the solutions can be applied to wood without raising the stain, the inventor points out.

Indolylbutyric Acid Made With Aid of Ethyl Oxalate

Supplementing the uses of ethyl oxalate described in the August issue of U.S.I. CHEMICAL NEWS, an anonymous correspondent points out that indolylbutyric acid can be prepared by combining ethyl oxalate with cyclohexanone and phenylhydrazine in the presence of zinc chloride. Indolylbutyric acid is an important plant growth hormone.

Ethanol Bath Prevents Shrinkage of Cellulose

DONELSON, Tenn.—The tendency of cellulose films to shrink with age can be almost completely eliminated by a simple treatment in a bath consisting chiefly of water and a volatile water-miscible liquid, such as ethanol or acetone, it has been discovered here.

The bath, according to a patent which has been issued on the process, may consist of 54% water, 38% ethanol, and 8% glycerol. Acetone may be used in place of ethanol in the same proportions.

Dyestuff Intermediates

(Continued from previous page)

facturer an opportunity to obtain different shades, U.S.I. has recognized the desirability of making a still wider choice available by supplementing its list of acetoacetarylides. In addition to acetoacetanilide, four other acetoacetarylides are now in commercial production at U.S.I.: acetoacet-ortho-chloroanilide, acetoacet-para-chloroanilide, acetoacet-ortho-toluidide, and acetoacet-ortho-anisidide. These compounds may be used in the same general way as acetoacetanilide to produce the desired shades of Yellows. For instance, acetoacet-ortho-chloroanilide may be coupled with diazotized para-chloro-ortho-nitraniline to give Hansa Yellow 10G, a very bright and green shade.

Other Acetoacetarylides

Besides the intermediates in commercial production, U.S.I. has prepared the following acetoacetarylides on a laboratory scale:

Acetoacet-para-phenetidide
Benzoylacetanilide
Biacetoacetyl-meta-toluylenediamine
Biacetoacetyl-para-phenylenediamine
Acetoacet-para-nitroanilide
Acetoacet-2, 5-dichloroanilide
Acetoacetyl-alpha-naphthylamine
Acetoacetcumidide (pseudo)
N,N'-Biacetoacetbenzidide
Ortho-phenylacetoacetanilide

U.S.I. is prepared to supply samples of these compounds for laboratory investigation.

While such factors as temperature, agitation, and drying time have an effect on the ultimate clarity of yellow pigments, it has been the experience of manufacturers that purity of the intermediates is the most important influence. The production methods developed by U.S.I. make it possible to hold impurities to extremely small limits, and hence assist the dyestuff manufacturer in obtaining the desired shade and clarity.

TECHNICAL DEVELOPMENTS

Further information on these items may be obtained by writing to U.S.I.

A new baking enamel is suggested by the maker as a substitute for chromium plating. It is said that one coat gives a smooth finish that will stand heavy wear and has high gloss and color retention. **(No. 500)**

U S I

A concrete finishing technique consists in applying a stain followed by a synthetic enamel. The stain, it is claimed, penetrates deeply into the concrete, so that the color does not wear off for long periods of time. The enamel is said to be resistant to the effects of moisture, lime, alcohol, gasoline, and many other chemicals. **(No. 501)**

U S I

A dry ointment is described as suitable for treating industrial dermatitis when the workman must remain at the job. It is said that the ointment was extensively tested under widely varying conditions before being placed on the market. An oily ointment, for use where the infected area is to be covered with bandages, is also available. **(No. 502)**

U S I

A new tester offers a simple means of determining the viscosity of paints, varnishes, lacquers, and solvents, it is claimed. Unit consists of a cup with a calibrated orifice. Cup is lifted by means of a handle from the material to be tested, and operator records time necessary for material to flow through orifice. **(No. 503)**

U S I

A white pigment is said to have been developed especially for use in formulating priming pain for exterior woods. According to the maker, it imparts to the paint the non-penetrating properties desirable in this application, and has the additional advantages of low cost, easy dispersion, and good brushing characteristics. **(No. 504)**

U S I

Lacquer emulsions of cellulose ethers and esters can be made to remain stable for as long as a year by the addition of small quantities of a new product to the water phase of the emulsion, it has been announced. **(No. 505)**

U S I

A masking enamel is designed to provide a protective coating for the back of articles to be electroplated in order to conserve nickel or other electrodeposited metals. It is said that the enamel will resist all plating solutions and cleaners, and that it serves as a permanent enamel after the plating and cleaning operations. **(No. 506)**

U S I

A colloidal suspension can be added to adhesives, such as glue, casein, or latex, to increase their adhesive properties, it is claimed. **(No. 507)**

U S I

A plastic coating can be applied to metals either as a primer coat or for protection against corrosion. It is said that the coating is flexible and almost completely non-porous, and that it can be handled within a few minutes. **(No. 508)**

U S I

A new textile treatment is said to increase the life of the fabric, and at the same time to confer moth-repellent properties and improve resistance to shrinking. Process is described as consisting in depositing minute particles of latex solids which rivet the fibers together. **(No. 509)**

U.S.I. INDUSTRIAL CHEMICALS, INC.

60 EAST 42ND ST., N. Y. USI SERVICE TO INDUSTRY BRANCHES IN ALL PRINCIPAL CITIES

A SUBSIDIARY OF U. S. INDUSTRIAL ALCOHOL CO.

ALCOHOLS
Amyl Alcohol
Butanol (Normal Butyl Alcohol)
Fusel Oil—Refined
Methanol

Ethanol (Ethyl Alcohol)
Specially Denatured—All regular and anhydrous formulas
Completely Denatured—all regular and anhydrous formulas
Pure—190 proof, C.P. 96%, Absolute
U.S.I. Denatured Alcohol
Anti-freeze
*Super Pyro Anti-freeze
*Solox Proprietary Solvent
*Solox D-I De-icing Fluid

***ANSOLS**
Ansol M
Ansol PR

ACETIC ESTERS
Amyl Acetate
Butyl Acetate
Ethyl Acetate

OXALIC ESTERS
Butyl Oxalate
Ethyl Oxalate

PHTHALIC ESTERS
Amyl Phthalate
Butyl Phthalate
Ethyl Phthalate
*Registered Trade Mark

PROPIONIC ESTERS
Amyl Propionate
Butyl Propionate

OTHER ESTERS
*Diatol
Ethyl Carbanate
Ethyl Chloroformate
Ethyl Formate
Ethyl Lactate

INTERMEDIATES
Acetoacetanilide
Acetoacet-ortho-anisidide
Acetoacet-ortho-chloranilide
Acetoacet-ortho-toluidide
Acetoacet-para-chloranilide
Ethyl Acetoacetate
Ethyl Benzoylacetate
Ethyl Sodium Oxalacetate

ETHERS
Ethyl Ether
Ethyl Ether Absolute—A.C.S.

OTHER PRODUCTS
Acetone
*BK-5
Collodions
*Curbay B-G
*Curbay Binders
*Curbay X (Powder)
Derex
Ethylene
Ethylene Glycol
*Indalone
Methyl Acetone
Nitrocellulose Solutions
Potash, Agricultural
Urethan
*Vacatone

Mesityl oxide, dms., c.l., dlvd..lb. .11½- —
l.c.l., dlvd.....lb. .12 - —
Mercury and chalk, 5-lb. ctns..lb. 1.85 - —
25-lb. fib. dms.....lb. 1.73 - 1.75
Metal leaf, Japanese, pkgs. of 20 books (500 leaves), aluminum, 5½x5½ in..pkg. 2.50 - —
composition, 5½x5½ in.....pkg. 3.00 - —
gold, XX, deep, 23K, 3⅜x3⅜ in. pkg.15.00 - —
silver, 3⅜x3⅜ in.....pkg. 3.00 - —
Metanitroparatoluidin, bbls....lb. 1.05 - 1.10
Metaphenylenediamine, kgs....lb. .65 - —
Metatoluylenediamine, kgs....lb. .70 - —
Methanol,[a,b,c] natural, producer group A, denat., grade tanks, gal. .60 - —
95%, tanks.....gal. .73 - —
97%, tanks.....gal. .75 - —
Pure, dms.....gal. .75 Nom.
99%, dms.....gal. .60 - —

Methanol in drums, car lots, is 6c. per gal. higher, frt. alld. east of the Miss. river. Prices on the Pacific Coast are 3c. higher on tanks and 4c. per gal. higher on drums; car lots.

group B, pure, tanks, frt. alld., Zone 1..gal. .50 - —
Zone 2.....gal. .52 - —
Zone 3.....gal. .54 - —
Zone 4.....gal. .54½- —
dms., c.l., Zone 1.....gal. .55½- —
Zone 2.....gal. .57½- —
Zone 3.....gal. .59½- —
Zone 4.....gal. .61½- —
l.c.l., Zone 1.....gal. .58½- —
Zone 2.....gal. .71½- —
Zone 3.....gal. .62½- —
Zone 4.....gal. .75½- —

Group B, 95% frt. alld., prices 2c. more than pure, all zones.

97%, frt. alld., prices 1c. more than pure, all zones.

Natural methanol sales zones are:—Zone 1, Conn., Del., D. of C., Ill., Ind., Iowa, Ky., Me., Md., Mass., Mich., Minn., Mo., N. H., N. J., N. Y., N. C., Ohio, Tenn., R. I., Vt., Va., W. Va., Wisc.; zone 2, Ala., Ark., Col., Fla., Ga., Kan., La., Miss., Neb., N. D., Okla., S. C., S. D., Tex., Wyo.; zone 3, Los A., San Fran., Seattle, Wash., Portland, Ore.; zone 4, Ariz., Cal., Idaho, Mont., Nev., N. Mex., Ore., Utah, Wash.

Methanol, synthetic, pure, dms., c.l., Zone 1, frt. alld..gal. .34½- —
2, frt. alld.....gal. .36½- —
3, frt. alld.....gal. .38½- —
4, frt. alld.....gal. .40½- —
l.c.l., Zone 1, frt. alld. or dlvd..gal. .37 - —
2, frt. alld. or dlvd..gal. .44½- —
3, dlvd., S. F. and L. A.. gal. .41 - —
4, frt. alld. or dlvd..gal. .52½- —
tanks, Zone 1, frt. alld..gal. .28 - —
2, frt. alld.....gal. .30 - —
3, frt. alld.....gal. .32 - —
4, frt. alld.....gal. .32½- —

Synthetic methanol sales zones are:—Zone 1, Conn., Del., D. C., Ill., Ind., Iowa, Ky., Me., Md., Mass., Mich., Minn., Mo., N. H., N. J., N. Y., N. C., Ohio, Penn., R. I., S. C., Tenn., Vt., Va., W. Va., Wis.; Zone 2, Ala., Ark., Col., Fla., Ga., Kans., La., Miss., Neb., N. D., Okla., S. D., Tex., Wyo.; Zone 3, Los Angeles, Cal.; San Francisco, Cal.; also (c.l. only) Portland, Ore., and Seattle, Wash.; Zone 4, Ariz., Cal., N. Mex., Mont., Nev., Idaho, Ore., Utah, Wash.

Methyl acetate, 97-99%, dms., c.l., E. of Miss. R..lb. .10½- .12
W. of Miss. R.....lb. .11½- .13
l.c.l., dms., dlvd., E. of Miss. R..lb. .11 - .12½
W. of Miss. R.....lb. .12 - .13½
tanks, dlvd. E. of Miss. R. lb. .09½- —
W. of Miss. R.....lb. .10½- —
tech., dms., c.l., dlvd. E. of Miss. R..lb. .07 - .09
W. of Miss. R.....lb. .08 - .10
l.c.l., dlvd. E. of Miss. R..lb. .07½- .0
W. of Miss. R.....lb. .08½- .10
tanks, dlvd. E. of Miss. R. lb. .06 - —
W. of Miss. R.....lb. .07 - —
Acetoacetate, dms., c.l., works, frt. alld..lb. .29½- —
Acetone, natural, group A producers, E. of Rockies, frt. alld., tanks..gal. .75 - —
dms., c.l., same basis....gal. .81 - —
l.c.l., same basis...gal. .86 - —

Methyl acetone prices on Pacific Coast are 3c. per gal. higher on tanks and 4c. per gal higher on drums, car lots.

Methyl acetone, natural, group B, producers, tanks, Zone 1..gal. .60 - —
Zone 2.....gal. .62 - —
Zone 3.....gal. .64 - —
Zone 4.....gal. .64½- —
dms., c.l., Zone 1.....gal. .65½- —
Zone 2.....gal. .67½- —
Zone 3.....gal. .69½- —
Zone 4.....gal. .71½- —
l.c.l., Zone 1.....gal. .68½- —
Zone 2.....gal. .85½- —
Zone 3.....gal. .72½- —
Zone 4.....gal. .85½- —

Natural methyl acetone sales zones are:—Zone 1, Conn., Del., D. of C., Ill., Ind., Iowa, Ky., Me., Md., Mass., Mich., Minn., Mo., N. H., N. J., N. Y., N. C., Ohio, Penn., R. I., Tenn., Vt., Va., W. Va., Wis. Zone 2, Ala., Ark., Col., Fla., Ga., Kans., La., Miss., Neb., N. D., Okla., S. C., S. D., Tex., Wyo. Zone 3, Los A., San Fran., Seattle, Wash.; Portland, Ore. Zone 4, Ariz., Cal., Mont., Nev., N. Mex., Ore., Utah, Idaho, Wash.

Methyl acetone, synthetic tanks, Zone 1—gal. .43 - —
Zone 2.....gal. .44½- —
Zone 3.....gal. .45½- —
Zone 4.....gal. .45½- —
dms., c.l., Zone 1.....gal. .51 - —
Zone 2.....gal. .51 - —
Zone 3.....gal. .53½- —
Zone 4.....gal. .54½- —
l.c.l., Zone 1.....gal. .54½- —
Zone 2.....gal. .57 - —
Zone 3.....gal. .57 - —
Zone 4.....gal. .59 - —

Alcohol (see Methanol).
Anthranilate, bots.....lb. 2.00 - 2.30
Benzoate, cns., 25 lbs.....lb. .70 - 1.00
Methyl, chloride, refrigeration, 500 lbs. and up, machine mfrs. and jobbers, cylinders..lb. .32 - —
service men and consumers, cyl..lb. .36 - —
60 to 490 lbs., cyl., mach. mfrs. and jobbers..lb. .36 - —
service men and consumers, cyl..lb. .40 - —
Methyl, chloride, refrigeration, tanks, multi-unit, mach. mfrs. and jobbers..lb. .31 - —
service men and consumers..lb. .35 - —

Methyl chloride quotations are spot or contract, effective July 1, for delivery to any common carrier point in United States. Prices above are in 60, 90 and 180-lb. cylinders. Prices on the 20-lb. cylinders are uniformly 10c. per pound higher than above prices.

Methyl, cinnamate, bls.....lb. 1.50 - 4.00
Formate, dms.....lb. .80 - —
Lactate, dms., l.c.l., dlvd...lb. .80 - —
Iodide, bots.....lb. 4.00 - 4.15
Salicylate, dms.....lb. .35 - .37
cns.....lb. .37 - .40
Molybdated violet toner, bbls.lb. .35 - —
Methylamyl ketone, dms., works, l.c.l..lb. .25 - —
smaller containers, same basis, lb. .28 - —
Methylcellulose, dms., 2,000 lbs. or more, works..lb. .50 - —
100 to 1,999 lbs., works..lb. .55 - —
1 to 99 lbs., works.....lb. .60 - —
Methylcyclohexane, 98-100%, dms., works..lb. .16 - —
Methylcyclohexanol, 98-100%, dms., works..lb. .23 - —
Methylcyclohexanone, 98 - 100%, dms., works..lb. .32 - —
Methylene blue, medcl., kgs., 100 lbs..lb. 2.00 - —
cns., 5 lbs.....lb. 2.35 - —
Chloride, dms., f.o.b. works..lb. .18 - .22

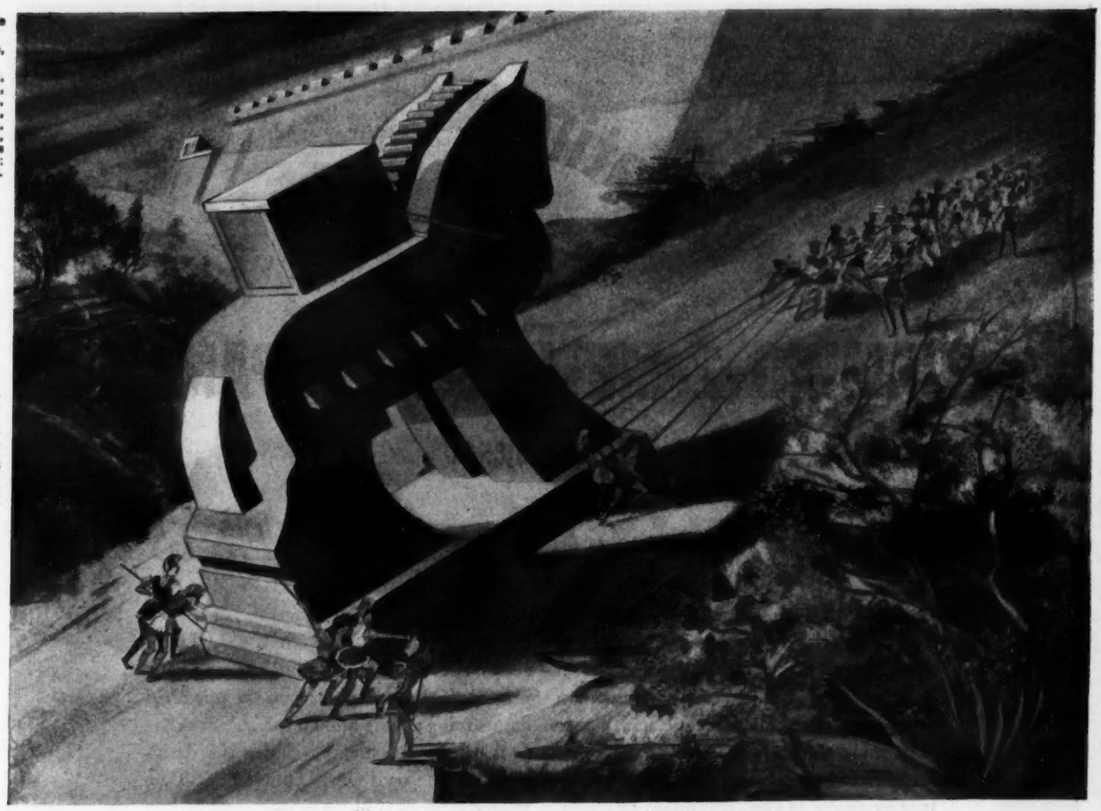
Methylethyl ketone, dms., c.l., frt. pd. E. of Rocky Mts., lb. .08½- —
l.c.l., same terms.....lb. .09 - —
tanks, same terms.....lb. .07½- —
Methylhexyl ketone, dms., tech., works..lb. .60 - —
Methylisobutyl ketone, dms., c.l., dlvd..lb. .12 - —
l.c.l., dlvd.....lb. .12½- —
tanks, dlvd.....lb. .11 - —
Methylnaphthyl ketone, dom., cryst., cns..lb. 3.05 Nom.
Metronite pigment, 120 mesh, containers extra, c.l., f.o.b. Milwaukee..ton. 9.00 - —
l.c.l., same basis.....ton.11.00 - —
180 mesh, containers extra, c.l., same basis..ton.11.00 - —
l.c.l., same basis.....ton.13.00 - —
250 mesh, containers extra, c.l., same basis..ton.12.00 - —
l.c.l., same basis.....ton.14.00 - —
325 mesh, containers extra, c.l., same basis..ton.15.00 - —
l.c.l., same basis.....ton.17.00 - —
400 mesh, containers extra, c.l., same basis..ton.17.50 - —
l.c.l., same basis.....ton.19.50 - —
Mica, dry grd., amber, No. 1, quality, c.l..ton.30.00 - —
l.c.l., 5,000 lbs.....ton.40.00 - —
1,000 lbs.....lb. .02 - —
500 lbs.....lb. .02½- —
100 lbs.....lb. .03 - —
refined, c.l.....ton.20.00 - —
l.c.l., 5,000 lbs.....ton.30.00 - —
paint, c.l.....ton.55.00 - —
l.c.l., 5,000 lbs.....ton.65.00 - —

Mesityl Oxide—Mineral Spirits

Mica, dry grd., white, No. 1 quality, c.l..ton.35.00 - —
l.c.l., 5,000 lbs.....ton.45.00 - —
1,000 lbs.....lb. .02½- —
500 lbs.....lb. .03 - —
roofing, c.l.....ton.29.00 - —
l.c.l., 5,000 lbs.....ton.39.00 - —
paint, c.l.....ton.60.00 - —
l.c.l., 5,000 lbs.....ton.70.00 - —
wet grd., paint or lacquer, c.l..lb. .04½- —
l.c.l.....lb. .05 - —
paper, wall or coated, c.l..lb. .04⅝- —
l.c.l.....lb. .04⅞- —
rubber, c.l.....lb. .04 - —
l.c.l.....lb. .04½- —
biotite, c.l.....lb. .03½- —
l.c.l.....lb. .04 - —

Mica, dry grd., is quoted in bags at the works; wet grd. mica in carload lots is frt. alld. E., and in less carload lots ex whse. or frt. alld. E. Prices of the wet grd. are ½c. per lb. higher west of Rockies.

Milk, powder, skimmed, roller, bbls., c.l..lb. .13 - —
l.c.l.....lb. .14 - —
spray, bbls., c.l.....lb. .13 - —
l.c.l.....lb. .14 - —
unskimmed, roller, bbls., c.l., lb. .27½- —
l.c.l.....lb. .27⅝- .28
spray, bbls., c.l.....lb. .27½- —
l.c.l.....lb. .27⅝- .28
Millet seed, yellow, bgs.....lb. .02½- .02⅝
early fortune, bgs.....lb. .0230- .0250
hulled, bgs.....lb. .06½- .06⅝
Mineral spirits (see Petroleum thinners and V M & P naphtha).



Picture of a Successful Package

EVER hear of a man named Epeios? Fellow who lived about 3000 years ago? He was quite a packaging expert.

Epeios created one of the most successful packages in all history—the Trojan Horse. The Trojans found a big handsome wooden horse outside their city, and just couldn't resist dragging it in. Later they found it was full of Greek soldiers.

Anyone interested in packaging could pick up a few pointers from the story of the Trojan Horse.

It was a successful package because it was made to fit a specific need. It was a practical package, too. Plenty of imagination went into it, yet it protected the contents and was easy to fill (and empty!) Did it have eye appeal? The Trojans thought so.

Developing successful packages for businessmen is Continental's business.

For 36 years we have been helping manufacturers find the right package for their product and adapt it for their specific needs. Our packaging experts have a wide variety of styles, shapes and sizes to meet every demand, no matter what the product may be.

A lot goes into the making of a successful Continental package. Creative design ideas, skillful lithography, scientific research, well equipped laboratories, and sound merchandising.

Have *you* any packaging problem? Use of color? Trade-mark design? Breakage? Shipping costs? We'll be glad to come around and help. Just call for Continental.

CONTINENTAL CAN COMPANY

New York Chicago San Francisco Montreal Toronto Havana

Molasses, Blackstrap—Oil, Crot.

Molasses, blackstrap, tanks, f.o.b. No. Atlantic ports..gal. .12½- —
f.o.b. Gulf ports.....gal. .12 - —
Molybdate orange (see Orange, molybdate).
Molybdenum metal, kgs., 99%, powd..lb. 2.60 - 3.00
Molybdenum, trioxide, pure, kgs., basis Mo. content, works..lb. .95 - —
technical, kgs., basis Mo. content, works..lb. .80 - —
Monoamylamine, dms., basis 100%, c.l., wks..lb. .50 - —
l.c.l., works.....lb. .53 - —
Monoamylnaphthalene, l.c.l., dms. works..lb. .17 - —
Monobutylamine, dms., basis 100%, c.l., wks..lb. .37 - —
l.c.l., works.....lb. .40 - —
Monoethanolamine, dms., c.l., works..lb. .24 - —
l.c.l., dms.....lb. .25 - —
tanks .....lb. .23 - —
Monoethylamine, basis 100%, dms., c.l., works..lb. .32 - —
l.c.l., works.....lb. .35 - —
Monochlorobenzene, dms., l.c.l. lb. .07 - —
smaller, cns.....lb. .08 - .09
Monoethylanilin, dms.....lb. .77 Nom.
Monomethylamine, dms., c.l., dlvd..lb. .60 - —
l.c.l., dlvd.....lb. .65 - —
Monomethylpara-aminophenol-sulphate, dms..lb. 3.75 - 4.00
Monosodiumphosphate (see Soda phosphate monobasic).
Morphine, bots., 5 ozs.....oz. 11.10 - —
cns., 25 ozs.....oz. 10.90 - —
Acetate, bots., 5 ozs.....oz. 9.00 - —
bots., 25 ozs.....oz. 8.80 - —
Ethylhydrochloride, bots., 5 ozs., oz. 10.75 - —
cns., 25 ozs.....oz. 10.55 - —
Hydrobromide, bots., 5 ozs..oz. 8.95 - —
cns., 25 ozs.....oz. 8.75 - —
Hydrochloride, powd., 5-oz. bots. oz. 9.00 - —
25-oz. cans.....lb. 8.80 - —
Sulphate, bots., 5 ozs.....oz. 9.00 - —
cns., 25 ozs.....oz. 8.80 - —
Morpholine, dms., 55 gals., l.c., works..lb. .67 - —
smaller containers, works....lb. .75 - —
Mullein leaves, cans.....lb. .15 - .16
flowers, cns.....lb. 1.50 - 1.55
Musk, nat., Tonquin, grains, bots..oz. 30.00 -35.50
synth., ambrette, cns., 100 lbs. or more..lb. 3.75 - —
5 lbs. to 75 lbs.....lb. 3.85 - —
1 lb.....lb. 4.20 - —
ketone, cns., 100 lbs. or more, lb. 3.90 - —
5 lbs. to 75 lbs.....lb. 4.00 - —
1 lb.....lb. 4.35 - —
xylol, cns., 100 lbs. or more, lb. 1.15 - —
5 lbs. to 75 lbs.....lb. 1.25 - —
1 lb.....lb. 1.55 - —
Musk root, bls.....lb. .50 - .60
Mustard seed, California, brown. lb. .16 - .16½
yellow, bgs.....lb. .12½- .13
Chinese, yellow, bgs.....lb. .07½- .08
Danish, yellow.....lb. .27 - .28
English, yellow, bgs.....lb. .27½- .28
Dutch yellow, bgs.....lb. No stocks
Montana, yellow, bgs.....lb. .08 - .08¼
Roumanian, yellow.....lb. .14½- .15
Myrobalans, J1, bgs., f.a.s...ton. No price
J2, bgs., f.a.s.....ton. No price
Extract, liquid, 25%, bbls....lb. No prices
solid, 50%, bbls.....lb. No prices
powdered, bbls.....lb. .10 - .10½

N

Naphtha, Painters (see Petroleum, naphtha, V. M. & P.).
Solvent (see S).
Naphthalene,[e] crude, dom., 74 deg., tanks, works...100 lbs. 2.50 - —
78 deg., tanks, works..100 lbs. 2.75 - —
Naphthalene, refined, balls or flakes, bbls., wholesalers and jobbers, f.o.b. works, lb. .06 - —
50-lb. cs., same basis....lb. .06¼- —
pkgs. (16 oz.), same basis..lb. .06¼- —
(12 oz.), same basis....pkg. .07 - —
Nerolin, cryst., cns.....lb. 1.70 - 2.00
Nickel carbonate, bbls.....lb. .36 - .36½
Chloride, bbls.....lb. .18 - .20
Cyanide, 100 lbs., dms.....lb. 1.40 - —
25-lb. bot.....lb. 1.50 - —
Oxide, black, bbls.....lb. .35 - .38
Salt, bbls.....lb. .18 - .18¼
Nicotine, sulphate, 40%, dms., works, frt. alld..lb. .70[8] - —
10-lb. tins.....lb. .86½- —
Niger seed, bgs.....lb. .15 - .16
Nitercake, bulk, works.....ton. 16.00 - —
Nitrobenzene, dhl. dist., dms., c.l., lb. .06 - —
l.c.l. .....lb. .09 - —
tanks .....lb. .07 - —
Nitrocellulose, alcohol-soluble, ¼, and 40 sec. vis., bbls., wks., lb. .26 - —
bronzing, 20, 40, 70 sec. vis., bbls., works..lb. .29 - —
ester, soluble, 30-35, ¼, ½ sec., bbls., c.l., dry weight, works..lb. .22 - —
l.c.l., ¼, ½ sec., bbls., dry weight, works..lb. .26 - —
5-6, 15-20, 30-40, and 60-80 sec., bbls., c.l., dry weight, works..lb. .20 - —
l.c.l., 5-6, 15-20 sec., high vis., bbls., works..lb. .25 - —
Lacquer, 20-30 and 60-80 sec., vis., bbls., works..lb. .29 - —

Nitrocellulose prices are quoted on the basis of dry weight; denatured alcohol used in manufacture is charged extra. Barrels are to be paid for extra, but are returnable.

Nitroethane, l.c.l., dms., works, lb. .25 - —
Nitrogen solution, nitrogen basis, tanks, f.o.b. Atlantic and Gulf ports..unit-ton. 1.21 58- —
Nitrogenous fertilizer material, dom., 10% ammon., bulk, f. o. b. Carrollville, Wis., dlvd..unit-ton. 2.25 Nom.
f.o.b. Chemical, Ill..unit-ton. 2.25 Nom.
f.o.b. East Coast producing points..unit-ton. 2.75 - 3.00
import, bgs., c. i. f. Atlantic ports, shipt..unit-ton. No prices
Nitromethane, l.c.l., dms., works, lb. .25 - —
Nitronaphthalene, bbls.....lb. .24 - .25
Nitropropane I, l.c.l., dms., works, lb. .25 - —
II, same basis.....lb. .25 - —
Nutgalls, Aleppo, bgs., oz....lb. No prices
Chinese .....lb. .30 Nom.
Extract (see Gall extract).
Nutmegs, E. I., 80s, bgs., cs..lb. .18 - .18½
110s, bgs., cs.....lb. .17 - .17½
small, grinding, bgs.....lb. .15 - .15½
West Indian, bgs.....lb. .14 - .14½
Nux Vomica, bls.....lb. .07 - .08
powd., bbls., bxs.....lb. .11 - .12

O

Oakbark extract, 25% tan., bbls., c.l., works..lb. .03¼- —
l.c.l., bbls., works.....lb. .03¾- —
tanks .....lb. .08 - —
Ocher (see Yellow).
Octane, 100-140° C., industrial grade, dms., c.l., G. 3, gal. .15 - —
l.c.l., G.3.....gal. .27 - —
10 gals., G.3.....gal. .55 - —
tanks, G.3.....gal. .12½- —
Octanol, normal, tech., 360-lb. dms., dlvd..lb. .85 - —
Oil, almond, bitter, artif. (see Benzaldehyde).
natural, U.S.P., bots.....lb. 3.60 - 3.75
sweet, true, exp., cns.....lb. 1.80 - 1.85
Amber, crude, cns.....lb. No stocks
ref'd, cns.....lb. No stocks
Amyris, cns.....lb. 3.75 - —
Angelica, root, bots.....lb. No stocks
seed, bots.....lb. 110.00- 120.00
Anilin (see A).
Anise, USP, cns., dms.....lb. 1.15 - 1.35
Apricot, kernels, cns.....lb. .40 - .45
Avocado, cns., dms.....lb. 1.00 - 1.25
Bay, W. I., 50-55% phenols, cns..lb. .90 - 1.25
55-60% phenols, cns.....lb. 1.00 - 1.35
Bergamot, artif., cns.....lb. 2.75 - 2.95
natural, coppers.....lb. 20.00 Nom.
Birch (see Oil, sweet birch).
Birchtar, crude, cns.....lb. .90 - —
rect'fd., cns.....lb. 1.50 - —
Bois de Rose, Brazil, cns....lb. 3.65 - 3.75
Cade USP IX (see Oil Juniper tar).
Cajeput, tech., dms.....lb. 1.15 - 1.20
USP IX, cns.....lb. 1.25 - 1.30
USP X, cns.....lb. 1.40 - 1.45
Calamus, cns.....lb. No stocks
Camphor, sassafrassy, cns...lb. .29 - .30
dms. .....lb. .27 - .29
white, cns.....lb. .32 - .33
dms. .....lb. .30 - .31
Cananga, native, cns.....lb. 10.00 -11.00
rectified, cns.....lb. 11.00 -12.00
Capsicum (oleoresin), USP VIII, cns..lb. 3.85 - 5.50
Caraway, USP, cns.....lb. 12.00 -12.50
Cardamom, bots.....lb. 25.50 -35.00
Cassia, SP, cns.....lb. 7.00 - 7.25
Castor, blown, one-way dms., c.l..lb. .14 - —
l.c.l. .....lb. .14¾- —
cold pressed, USP., bbls., c.l., lb. .12¾- —
l.c.l. .....lb. .13¼- —
cns. (1-gal.), l.c.l.....lb. .16½- —
dms. (returnable), c.l...lb. .12½- —
cns. (5-gal.), l.c.l.....lb. .14½- —
l.c.l. .....lb. .13¼- —
tanks .....lb. .11¾- —
dehydrated, dms., c.l.....lb. .1690- —
l.c.l. .....lb. .1730- —
tanks .....lb. .16 - —
extracted No. 3, tech., bbls., c.l..lb. .12¼- —
l.c.l. .....lb. .13 - —
dms. (returnable), c.l.....lb. .12¼- —
l.c.l. .....lb. .13 - —
tanks .....lb. .11½- —
sulphonated, 50% (43% fat), dms., c.l..lb. .08¼- —
l.c.l. .....lb. .08¼- —
75% (63% fat), dms., c.l..lb. .11 - —
l.c.l. .....lb. .12 - —
80% (68% fat), dms., c.l..lb. .11½- —
l.c.l. .....lb. .12½- —
Cedarleaf, cs.....lb. 1.03 - 1.35
dms. .....lb. 1.00 - 1.25
Cedarwood, Southern, cns....lb. .32 - .33
dms. .....lb. .30 - .31
Celery, bots.....lb. 30.00 -35.00
Chaulmoogra, USP, cns.....lb. .68 - —
Chinawood, dms.....lb. .36 - —
tanks .....lb. .34½- —
Cinnamon, bark, bots.....lb. 9.75 -32.00
leaf, dms.....lb. 1.00 - 1.20
Citronella, Ceylon, cns.....lb. 1.05 Nom.
dms. .....lb. 1.00 Nom.
Java, cns., dms.....lb. .85 - .98
Clove, makers, USP, cns....lb. 1.35 - 1.40
dms. .....lb. 1.30 - .135
Coconut, Manila, crude, tanks, lb. .07¾ Nom.
edible, 76°, ret. dms., c.l..lb. .13¼ Nom.
l.c.l. .....lb. .13¾- .14¼
tanks .....lb. No prices
Cod, Newf., dms.....gal. .73 - .80
Codliver, med., U.S.P., bbls.bbl. .85 - .90
Coriander, bots.....lb. 26.00 -30.00
Corn, crude, tanks, works....lb. .13 Nom.
refd., bbls.....lb. .16 Nom.
Cottonseed, cooking, bbls....lb. .16 - —
salad, bbls.....lb. .16¼- —
Creosote (see C).
Croton, N.F., cns.....lb. 2.40 - 3.00

A Versatile NP Derivative

2-AMINO-2-METHYL-1-PROPANOL

$CH_3C(CH_3)NH_2CH_2OH$

Especially useful in SYNTHESIS

The usefulness of Amino-methyl-propanol as an emulsifying agent has tended to obscure the value of this compound for chemical synthesis. It will react readily with carbon disulfide, inorganic acids, acetic acid, higher fatty acids, aliphatic aldehydes, and other reagents, to form useful addition compounds. It is employed in the preparation of resins, wetting agents, pharmaceuticals, dyestuffs, and photographic developers.

Amino-methyl-propanol has a relatively high boiling point, 165°C., and low combining weight, 89.14. It reacts readily with higher fatty acids to form soaps. These soaps are practically odorless and have proved to be among the most powerful emulsifying agents known today.

A careful investigation of this NP derivative will be well worth your while. Two related Aminohydroxy compounds—Amino-butanol and Amino-ethyl-propanediol—also deserve your attention. A request on your letterhead will bring you a sample of any of these compounds.

PROPERTIES

Molecular weight	89.14	pH at 20° C. of 0.1 M solution	11.27
Melting point	25° C. to 26° C.	Vapor pressure at 20° C.	approx. 1 mm
Boiling point	165° C. at 760 mm	Flash point (open cup)	159° F.
Specific gravity	0.934 at 20° C./20° C.	Index of refraction at 20° C.	1.449

COMMERCIAL SOLVENTS
Corporation
17 East 42nd Street, New York, N. Y.

Oil, cubeb, USP, cns.....lb. 8.50 - 8.75
Crude (see Petroleum, crude).
Cumin, bots.....lb. 8.00 -12.00
Cypress, bots.....lb.12.00 - —
Degras (see D).
Dill seed, bots.....lb. 6.50 - 6.75
weed, bots.....lb. 5.75 - 6.00
Dip (see D).
Erigeron, cns.....lb. 2.25 - 2.35
Eucalyptus, cns.....lb. .68 - .73
dms. .....lb. .65 - .70
Fennel, sweet, cns.....lb. 2.50 - 2.75
Gaultheria (see Oil, wintergreen leaf).
Geranium, Algerian, rose, cns. lb.16.00 - —
Bourbon, cns.....lb.16.00 - —
Turkish (see Palmarosa)
Grapefruit, cns.....lb. 1.65 - 2.65
Grapeseed, dom., dms.....lb. .35 - .36
imported, dms.....lb. .15 - .20
Ginger, dist., bots.....lb.12.50 -20.00
Guaiac wood, concrete, bots..lb. 3.75 - 4.50
Halibut liver, ref., dms....gal.38.50 - —
Hemlock, cns.....lb. .93 - 1.15
Juniper, berry, cns.....lb.15.00 - —
wood, tech., cns.....lb. No stocks
Juniper tar, USP XI, dms...lb. .72 - .95
Lard, common, 1, bbls.....lb. .13 - —
2, bbls.....lb. .12¾- —
extra, bbls.....lb. .13¾- —
1, bbls.....lb. .13¼- —
Winter, strained, bbls....lb. .14 - —
prime, burning, bbls.....lb. .14½- —
prime, ined., bbls.....lb. .14¼- —
Laurel, bots.....lb. 5.00 Nom.
Lavandin, cns., 25 lbs.....lb. No stocks
Lavender flower, French, 50% ester, cns..lb. No prices
38-42% ester, cns.....lb.10.00 -10.25
35-38% ester, cns.....lb. No prices
30-32% ester, cns.....lb. No prices
garden, cns.....lb. .65 - .70
spike, Spanish, tech., cns..lb. 2.70 - 3.00
dms. .....lb. 2.60 - 2.90
Lemon, Calif., cns.....lb. 3.25 - —
Messina, coppers, cns....lb. 5.50 - 6.50
Terpeneless, Type 1.....lb.16 75 -17.00
Type 2.....lb. 8.50 -15.00
Lemongrass, native, cns., dms.. lb. 2.00 - 2.23
Lime, dist., cns.....lb. 7.50 - 8.00
expressed, cns.....lb.12.50 Nom.
Terpeneless .....lb.46.50 -78.00
Linaloe, wood, cns.....lb. 3.50 - 3.75
Linseed, raw, dms., c.l.....lb. .1130- .1150
l.c.l., 10 to 69.....lb. .1150- —
5 to 9.....lb. .1190- —
less than 5.....lb. .1210- —
tanks .....lb. .1040- .1060
boiled linseed oil .004 cent over raw.
Lovage, extra fine, bots.....lb.85.00 - —
Lubricating, at refinery, ex tax, California, neutrals, pale, 200-600 vis., 2¼-4, tanks, gal. .07¼- .11
red, 200-900 vis., 4-6½ plus, tanks..gal. .07¼- .11¼
Group 3, bright stocks, 100-210 D, 0-25 pour, tanks, gal. .19½- .24½
neutral, 150-400 vis., 2-3½, 0-10 pour, tanks..gal. .12¼- .17¾
200-280 vis., 3, 15-25 pour, tanks..gal. .12 - .14¼
Pennsylvania[3], bright stocks, 8 color, 140-150 vis., 10-25 pour, tanks..gal. .25 - .30½
cylinder oils, 600-630 flash, tanks..gal. .17 - .17½
600 - 650 steam ref'd, tanks..gal. .15 - .16½
neutral, 70° F., 3 color, 150 vis., 0-25 pour, tanks..gal. .31 - .35¼
200 vis., 0-25 pour, tanks, gal. .33 - .40½
Mace, dist., cns., dms.....lb. 2.15 - 2.65
Mandarin, Brazilian, cns....lb. 8.00 - —
Italian, coppers.....lb. 9.55 - —
Menhaden, crude, tanks, fut., Balto..gal. .60 Nom.
ref'd alkali, dms.....lb. .1220 Nom.
kettle-bodied, dms.....lb. .1320 Nom.
light-pressed, dms.....lb. .1120 Nom.
tanks .....lb. .1000 Nom.
Mineral, white (see Oil, white mineral).
Mustard, artif., USP, bots., cns., lb. 1.45 - 1.60
dist., natural, bots.....lb. 9.50 -10.00
Neatsfoot[6], 20° cold test, bbls. lb. No prices
extra, bbls.....lb. .13½- —
1, bbls.....lb. .13¼- —
prime, bbls.....lb. .14 - —
pure, bbls.....lb. .17¾- —
Neroli, bots.....lb.200.06 -375.00
Nutmeg, dist., cans, dms....lb. 2.15 - 2.65
Oiticica, liquid, dms.....lb. .22 - .22½
tanks .....lb. .21½- .22
Oleo, 1, bbls.....lb. .11¾- —
2, bbls.....lb. .12¼- —
Olibanum, bots.....lb. 5.00 - 5.25
Olive, denat., dms.....gal. 4.00 - 4.15
edible, Calif., dms.....gal. 4.85 - 5.00
imported, dms.....gal. 5.35 - 5.50
foots, dms.....lb. .17 - .17½
sulphonated, 50% (40% fat), dms., c.l..lb. No prices
l.c.l. .....lb. No prices
75% (63% fat), dms., c.l..lb. No prices
l.c.l. .....lb. No prices
80% (68% fat), dms., c.l..lb. No prices
l.c.l. .....lb. No prices
Orange, sweet, dist., cs.....lb. 1.60 - —
expressed, Calif., cns.....lb. 3.00 - —
Brazilian, cns.....lb. 2.85 - 3.10
Florida, cns.....lb. 2.35 - 2.90
Messina, USP, coppers...lb. 8.00 Nom.
West Indies, cns.....lb. 4.75 - 6.00
terpeneless .....lb.35.00 -175.00
Origanum, cs.....lb. 2.30 - 2.40
Palm, Niger, dms.....lb. .08½ Nom.
Sumatra, tanks.....lb. .07¾ Nom.
distant, ship't, bulk....lb. .06 Nom.
Palmarosa, cns.....lb. 3.25 - 3.50
Paraffin, 320° flash, 60-70 vis., tanks, G. S..gal. .05¼- —
350° flash, 70-80 vis., tanks, G. S..gal. .05½- —
80-85 vis., bbls., extra, Ind. refy..gal. .12 - —
100-105 vis., bbls., extra, Ind. refy..gal. .14 - —
300° flash, 100-110 vis., tanks, G. S..gal. .05¾- —
Patchouli, bots., cns.....lb. 5.25 - 6.25
Peanut, crude, tanks.....lb. .13 Nom.
refd., edible, bbls.....lb. .16½ Nom.
Pennyroyal, dom., cns.....lb. 2.50 - 2.65
import, cns.....lb. 2.40 - 2.75
Peppermint, natural, cns., dms. lb. 3.60 - 3.90
redist., USP, cns., dms....lb. 3.95 - 4.15
Perilla, dms.....lb. .22½- .23
tanks .....lb. .21½- —
Petitgrain, Paraguay, cns...lb. 1.70 - 1.75
dms. .....lb. 1.65 - 1.70
Pimento berry, cns.....lb. 4.25 - 5.50
leaf, cns.....lb. 2.25 - 2.75

Oil, pine, dest. dist., straw-color, dms., divd., E. ports..gal. .65 - —
steam-dist., dms.....gal. .65 - .68
Pineneedle, Siberian, cns....lb. 2.35 - 2.40
Putty, bbls., E. Segundo, Richmond, Cal..gal. .22½- —
contracts .....gal. .19½- —
Whiting, Ind.....gal. .28 - —
dms., c.l., Boston, Providence, gal. .25 - —
l.c.l., same basis.....gal. .27 - —
tanks, same basis.....gal. .18 - —
Martinez, Cal.....gal. .28 - —
Rapeseed, tax incl., dms.....lb. .15½- .15¾
tax not incl., tanks.....lb. .10 - —
blown, dms.....lb. .17½ Nom.
Red, dist., or saponif., dms., divd..lb. .12 - .13
tanks, divd.....lb. .11¼- —
West coast prices one cent higher.
Rose, synth., bots.....lb. 4.00 -60.00
natural, coppers.....oz.28.00 Nom.
Rosemary, Spanish, cns.....lb. .88 - 1.03
dms. .....lb. .85 - 1.00
Rosin, 1st rectified, dms...gal. .48 - —
2d rectified, dms.....gal. .50 - —
3d rectified, dms.....gal. .54 - —
Rue, bots.....lb. 7.25 - —
Sage, cns.....lb. 2.10 - 2.20
Sandalwood, domestic, distilled, USP, cns..lb. 4.65 - 5.00
Mysore, cns., case lots...lb. 5.40 - 5.50
Sardine, crude, fut., tanks, Pac. Cst..gal. .62½ Nom.
refd., alkali, dms.....lb. .1220 Nom.
kettle-bodied, dms.....lb. .1320 Nom.
light-pressed, dms.....lb. .1120 Nom.
tanks .....lb. .1000 Nom.

Oil, sassafras, artif., cns.....lb. .78 - 1.30
dms. .....lb. No prices
natural, dom., cns., dms...lb. 1.05 - 1.20
Savin, cns.....lb. No stocks
Savory, cns.....lb. No stocks
Seal, tanks.....gal. .72 - —
Shark, tanks.....gal. .71 - —
Shark liver, crude, dms..million vitamin units. No prices
Shingle stains, bbls., c.l., works, gal. .19 - —
l.c.l., works.....gal. .20 - —
tanks, works.....gal. .14 - —
Snakeroot, Canada, cns.....lb. 8.50 -10.00
Soybean, dom., crude., dms..lb. .12¾ Nom.
tanks .....lb. .11½- Nom.
refd., dms.....lb. .13½- Nom.
tanks .....lb. .12¾ Nom.
Spearmint, dms.....lb. 2.55 - 2.80
Sperm, bleach, 38°, dms.....lb. .1270- —
45°, dms.....lb. .1200- —
natural, dms.....lb. .1150- —
Spruce, cns., dms.....lb. .93 - 1.15
Sweet, birch, North, cns....lb. 2.50 - 3.25
South, cns.....lb. 1.60 - 1.75
Tall crude, dms., c.l., works, ton.40.00 - —
l.c.l., works.....ton.45.00 -50.00
tanks, works.....ton.30.00 - —
distilled, dms., c.l., divd...lb. .08½- .07
l.c.l., divd.....lb. .06½- .08¼
tanks, divd.....lb. .05 - .06¾
refined, dms., c.l., works...lb. .04 - —
l.c.l., works.....lb. .04½- —
tanks, works.....lb. .03½- —
Tallow, acidless, bbls.....lb. .13 - —
tanks .....lb. .12½- —
Tansy, cns.....lb. 3.85 - 4.20

Oil, Cubeb—Oil, White

Oil, tar, pine, com'l, dms., c.l., divd. E. cities..gal. .28 - —
E. ports, c.l.....gal. .27½- —
l.c.l. .....gal. .31 - —
tanks, divd. E. cities..gal. .21 - —
rectfd., USP, bbls., l.c.l., divd. E. ports..gal. .55 - —
Tar acid (see T).
Teaseed, crude, dms.....lb. .28 Nom.
refined, dms.....lb. .30 Nom.
Tea tree (see Oil, Ti tree).
Thyme, NF, red, cns.....lb. 1.85 - 2.20
white, cns.....lb. 1.95 - 2.35
Tung (see Oil, Chinawood).
Ti tree, cns.....lb. 2.50 - 2.65
Turkey red (see castor, sulphonated).
Turpentine (see T).
Turtle, cns.....gal. 8.50 - —
Vetiver, Java, bots.....lb.15.00 Nom.
Whale, ref., natural, dms...lb. .1070 Nom.
winter, bleach, dms.....lb. .1110 Nom.
Wheat germ, cns., dms.....gal.17.50 -25.00
White, mineral, dom., tech., 50-60 vis., dms..gal. .41 - .49
65-75 vis., dms.....gal. .42 - .50
80-90 vis., dms.....gal. .43 - .52
USP, 80-90 vis., dms.....gal. .45 - .54
95-105 vis., dms.....gal. .50½- .59½
125-135 vis., dms.....gal. .56 - .63
140-150 vis., dms.....gal. .58 - .69
175-185 vis., dms.....gal. .61½- .70½
200-210 vis., dms.....gal. .64½- .73½
320-330 vis., dms.....gal. .72 - .81
335-345 vis., dms.....gal. .73 - .82

Worth Thinking About

THE
8 AROMATIC CHEMICALS
THAT HAVE
Made Their Mark
IN THE SOAP INDUSTRY

CYCLAMAL
The accepted basis for floral perfume

AROSOL
The universal fixative

CITRONAL
The fresh and pure lemon note

FLORANOL
Particularly suited for rose and lavender

ALPHA AMYL CINNAMIC ALDEHYDE

PHENYL ACETALDEHYDE DIMETHYL ACETAL

IONONE COMPLETE

PHENYL ETHYL ALCOHOL

Requests for samples on your firm's letterhead will be promptly answered.

Aromatics Division
GENERAL DRUG COMPANY
644 PACIFIC STREET, BROOKLYN, N. Y.
SOUTH CLINTON STREET, CHICAGO TRANSPORTATION BUILDING, LOS ANGELES
1019 ELLIOTT STREET, W., WINDSOR, ONT.

Oil, White—Pot.-Magnes. Sulph.

Oil, white, mineral, Russian, 80-90 vis., dms..gal. No prices
145-155 vis., dms.....gal. No prices
175-185 vis., dms.....gal. No prices
335-345 vis., dms.....gal. No prices
Wintergreen, natural, North, cns..lb. 4.75 - 6.00
South, cns.....lb. 3.50 - 3.85
synth (see Methyl salicylate).
Wood (see Oil, chinawood).
Wormseed, cns.....lb. 2.20 - 2.70
Wormwood, cns.....lb. 4.50 - 5.00
Ylang-ylang, Bourb., bots., cns. lb. No stocks
Manila, bots.....lb.35.00 -40.00
Olivine, aggregate c.l. mines, ton. 7.00 -11.00
Lumps, same basis.....ton. 7.00 - —
Spalls, same basis.....ton. 5.00 - —
crushed, 8 mesh, bulk, c.l., works..ton. 8.00 - —
paper bags, c.l., wks..ton. 9.50 - —
ground, 325 mesh, c.l., mines.. ton.20.00 - —
200 mesh, c.l., mines....ton.17.00 - —
100 mesh, c.l., mines....ton.15.00 - —
20 mesh to dust.....ton.12.00 - —
Opium, gum, USP, 50-lb. lots, cns..lb.11.50 - —
25-lb. lots, cns.....lb.11.75 - —
5-lb. lots, cns.....lb.12.00 - —
1-lb. lots, cns.....lb.12.15 - —
Prices on powd. and gran. USP opium are $1 per pound higher.
Orange, Lake, Persian, bbls...lb. .30 - .45
Mineral, Amer., bbls., 5 tons, dlvd., Ala., Ark., Cal., Fla., Ga., La., Miss., Okla., Tex., and W. of Cascade Mts. in Ore. and Wash..lb. .11½- —
Ariz., Idaho, Nev., Utah and E. of Cascade Mts. in Ore., Wash..lb. .11¼- —
Colo., Mont., N. M., Wyo..lb. .11¼- —
5 bbls., dlvd., other points. lb. .11¼- —
smaller lots, dlvd., Ala., etc..lb. .12 - —
Ariz., etc.....lb. .12½- —
Colo., Mont., N. M., Wyo..lb. .12¾- —
Other points.....lb. .11¾- —
French, Tours, casks, ex dock. lb. No prices
kgs., ex dock.....lb. No prices
Molybdate, bbls.....lb. .31 - —
Toner, bbls.....lb. .80 - —
Orangeflower petals, cs.....lb. .45 - .50
Orange peel, bitter, bls.....lb. .09 - .10
sweet, bls.....lb. .10 - .12
Haitain, bgs.....lb. .10 - .12
Orris root, Florentine, bgs...lb. 2.25 Nom.
fingers, cs.....lb. No stocks
powd., bbls., bxs.....lb. 2.50 Nom.
Verona, bls.....lb. 2.00 Nom.
powd., bgs., cns.....lb. 2.25 Nom.
Orthoamylphenol, l.c.l., dms., works..lb. .25 - —
Orthoanisidin, bbls.....lb. .70 - —
Orthochloranilin, dms.....lb. .60 - .70
Orthochlorophenol, dms.....lb. .32 - —
Orthocresol, dms., c.l., works..lb. .17 - .17½
l.c.l., same basis.....lb. .17½- .18
Orthodichlorobenzene, dms., c., works, frt. alld. E. of Rockies..lb. .06 - .07
l.c.., same basis.....lb. .07 - .08
100-lb. tins, same basis..lb. .08 - .09
50-lb. tins, same basis..lb. .09 - .10
tanks, same bags.....lb. .05½- .06½
Orthodichlorobenzene prices west of Rockies 1c. per lb. higher.
Orthonitroanilin, dms.....lb. .55 - —
Orthonitrochlorobenzene, dms..lb. .15 - .18
Orthonitroparachlorophenol, cns.lb. .75 - —
Orthonitrotoluene, dms.....lb. .09 - —
Orthophenetidin, dms.....lb. .80 - —
Orthotoluidin, dms.....lb. .19 - —
Osage orange, crystals, bgs...lb. .23 - —
extract, bbls., No. 1.....lb. .11 - —
No. 2..lb. .10 - —
Oxyquinolin sulphate, cns., 100-lbs., works..lb. 3.50 - —
bots., cns., 1-50 lbs.....lb. 3.75 - 4.15

P

Papain, powd., cs.....lb. 3.50 - 3.75
Paprika, Algerian, bgs.....lb. .32½- .35
Bulgarian, bgs.....lb. .26 - .29
Portuguese, fancy, bgs.....lb. .33½- .34
good, bgs.....lb. .30 - .31
Spanish, extra fancy, cs....lb. .42 - .42½
fancy, cs.....lb. .39½- .40
Parachlorophenol, dms.....lb. .32 - —
Paracymene, refd., dms.....gal. .75 - 1.25
Paradichlorobenzene, dms., c.l.lb. .11 - .12
l.c.l.....lb. .12½- .13½
Paraffin, crude, scale, white, 122-124 A.m.p., bgs., c.l., Okla. refy..lb. .06¼ Nom.
bbls., c.l., N. Y.....lb. .06¾ Nom.
124-126 A.m.p., bgs., c.l., Okla., refy..lb. .06¾ Nom.
bbls., c.l., N.Y.....lb. .06¾ Nom.
yellow, 124-126 A.m.p., bbls., c.l., N.Y..lb. .06 Nom.
fully refd., 123-125 A.m.p., bgs., c.l..lb. .0570 Nom.
128-130 A.m.p., bgs. or loose, c.l..lb. .0570 Nom.
131-133 A.m.p., bgs. or loose, c.l..lb. .0595 Nom.
133-135 A.m.p., bgs. or loose, c.l..lb. .0625 Nom.
135-137 A.m.p., bgs. or loose, c.l..lb. .0650 Nom.
138-140 A.m.p., bgs. or loose, c.l..lb. .0725 Nom.
142-145 A.m.p., bgs. or loose, c.l..lb. .0820 Nom.
151-153 A.m.p., bgs., or loose, c.l..lb. .15 Nom.
Refined paraffin prices in cases are ½c lb higher than bags price; sold in tankcars is 5c. lower. Prices are for contract delivery.
match, A.m.p., up to and incl. 110-112 bbls., c.l..lb. .08½- —
Semi-refd., solid, 122-124 A.m.p., bgs..lb. .06 Nom.
Paraformaldehyde,[2,3,6] dms., 1,000 lbs. or more, shipments, f.o.b. Perth Amboy, Philadelphia, or N.Y.C..lb. .23 - —
100 to 900 lbs., shipments, same basis..lb. .24 - —
Paraldehyde, tech., 98%, 55 and 110-gal. dms., l.c.l., works..lb. .12 - —
5 and 10-gal. dms., works..lb. .15 - —
USP, cs., cbys.....lb. .37 - .45
Paranitrophenol, kgs.....lb. .35 - —
Paranisidine, dms.....lb. .75 - —
Paranitroanilin, kgs., works...lb. .45 - —
Paranitrochlorobenzene, kgs...lb. .15 - —
Paranitrotoluene, kgs.....lb. .30 - —
Paraphenylenediamine, bbls....lb. 1.25 - 1.30
Paratoluenesulphonamide, bbls.lb. .70 - —
Paratoluidin, bbls.....lb. .48 - —
Pareira brava root, bls.....lb. .20 - .21
Paris green, dealer, dms., kegs, c.l., f.o.b. wks., frt. alld..lb. .24 - .26
l.c.l., same basis.....lb. .25 - .27
Passion flower, herb, bls.....lb. .06 - .07
Patchouli leaves, bls.....lb. .28 - .30
Pellitory root, bls.....lb. .30 - .32
Pennyroyal leaves, bls.....lb. .15 - .16
Pentachlorophenol, dms., works. lb. .20 - .25
Pentaerythritol, C.P., bbls., dlvd. lb. .75 - —
less than barrel lot.....lb. 1.00 - —
tech., bbls., dlvd.....lb. .33½- .35½
less than barrel lots.....lb. .40 - —
Pentaerythritol tetra acetate, bbls., dlvd..lb. 1.00 - —
less than barrel lot.....lb. 1.50 - —
Pentanes, 28°-38° C., industrial grade, dms., c.l., G.S. gal. .11 - —
l.c.l., G.S.....gal. .19 - —
tanks, G.S.....gal. .08½- —
laboratory grade, dms., G.S..gal. .16 - —
l.c.l., G.S.....gal. .27 - —
10 gals., G.S.....gal. .55 - —
Pepper, black, Alleppy, bags..lb. .08¾- .09¼
Lampong, bgs.....lb. .06¼- .06½
Tellicherry, bags.....lb. .08½- .09
white, Java, Muntok, bags..lb. .11 - .11¼
Singapore Muntok, bgs.....lb. .10 - .10½
Muntok, small berry, bags.lb. .09¾- .10
red, chillies, Japan, Montaka..lb. .26¾- .27
Mombassa, bgs.....lb. .22½- .23
Sierre Leone, bgs.....lb. .24 - .24½
Peppermint leaves, dom., bls..lb. .65 - .70
import, bls.....lb. 1.25 Nom.
Perchlorethylene, dms., c.l., works, frt. alld., zone 1..lb. .08 - —
l.c.l., same basis.....lb. .08½- —
Zone 2, dms., c.l., works, frt. alld..bl. .08½- —
l.c.l., same basis.....lb. .09 - —
Zone 3, dms., c.l., works, frt. alld..lb. .09 - —
l.c.l., same basis.....lb. .09½- —
Zone 4, dms., c.l., f.o.b. stock points..lb. .09 - —
l.c.l., same basis.....lb. .09½- —

All prices on perchlorethylene are frt. alld. with the exception of Zone 4, in which case the prices indicated are based on f.o.b. L. A., Cal.; S. F., Cal.; Portland, Ore., and Seattle, Wash. Zone 1 includes the following states:—Conn., Md., N. Y., Va., Ky., Me., N. J., Vt., W. Va., Mo., N. H., Tenn., Ind., Ia., Pa., R. I., Ill., Mich., Minn., Wis., Del., Mass., N. C., O., Omaha, Neb.; Kansas City, Kansas. Zone 2 includes Ala., Kan., except Kansas City; N. D., Ga., Neb., except Omaha; S. D., Miss., Ark., S. C., La., Okla., and Fla. Zone 3 includes Colo., N. M., Wyo., Texas and Eastern Montana. Zone 4 includes Arizona, Western Montana, Idaho, Ore., Nev., Wash., Utah and Cal.

Peru, balsam, dms.....lb. 1.35 - 1.40
Petrolatum, amber, dms.....lb. .03¼- —
l.c.l.....lb. .04½- —
amber, extra, dms.....lb. .03¾- —
l.c.l.....lb. .04¾- —
white, cream, dms., c.l.....lb. .05 - —
l.c.l.....lb. .06½- —
lily, dms., c.l.....lb. .05¾- —
l.c.l.....lb. .07¼- —
snow, dms., c.l.....lb. .06½- —
l.c.l.....lb. .08 - —
Petroleum, crude, bulk, at wells:—
California.....bbl. .43 - 1.71
Canada.....bbl. 1.68 - 1.76
Central West:—
Illinois.....bbl. 1.37 - —
Ohio.....bbl. 1.06 - 1.16
Michigan.....bbl. 1.17 - 1.44
Indiana.....bbl. 1.22 - —
East Texas.....bbl. 1.25 - —
Gulf Coast.....bbl. 1.06 - 1.43
Kentucky, Tennessee.....bbl. 1.22 - 1.45
Louisiana, Arkansas.....bbl. .94 - 1.36
Mexico.....bbl. No prices
Midcontinent (Oklahoma, Kansas, North Texas).....bbl. .75 - 1.28
Pennsylvania, Ohio, West Virginia:—
Bradford, Allegany....bbl. 2.75 - —
Corning.....bbl. 1.31 - —
N. Y. Transit lines....bbl. 2.75 - —
Eureka lines.....bbl. 2.34 - —
S. W. Penn lines.....bbl. 2.40 - —
Lower district in National Transit lines..bbl. 2.63 - 2.68
Rocky Mountains.....bbl. .96 - 1.20
South Central and Southwestern Texas..bbl. 1.08 - 1.50
Texas Panhandle, W. Texas and N. Mexico.....bbl. .70 - 1.27
Ether, laboratory, grade, 30-60°C, c.l..gal. .16 - —
l.c.l.....gal. .27 - —
10 gals.....gal. .55 - —
35-60°C., l.c.l.....gal. .27 - —
10 gals.....gal. .55 - —
40-75°C., c.l.....gal. .16 - —
l.c.l.....gal. .27 - —
10 gals.....gal. .55 - —
Petroleum ether prices are spot quotations, f.o.b. Group 3, for material packed in drums.

Lacquer, diluent, at refinery:—
California, 100 l.b.p., 200 e.p., tanks, dlvd., Los Angeles..gal. .11 - —
San Francisco..gal. .11¼- —
Willbridge, Ore., Fort Wolles, Wash..gal. .12 - —
East Coast, N. Y., tanks, gal. .11 - —
N. J., tanks.....gal. .11 - —
Group 3, toluol type, tanks, gal. .07¾- .08½
Benzol type, tanks..gal. .07⅞- .08¾
mineral spirits at refinery, California (f.o.b. San Francisco), 166-252 b.r., tanks, gal. .10½- —
198-290 b.r., tanks...gal. .10½- —
246-397 b.r., tanks...gal. .10¼- —
312-408 b.r., tanks...gal. .09 - —
362-436 b.r., tanks...gal. .09 - —
East Coast, N. Y., tanks, gal. .09½- —
N. J., tanks.....gal. .09½- —
Group 3, tanks.....gal. .06¼- —
Gulf Coast, tanks.....gal. .06¼- —
tankwagon:—
Albany.....gal. .12¼- —
Baltimore (100 gals.)..gal. .14 - —
25-99 gals.....gal. .16 - —
Boston.....gal. .11¼- —
Bound Brook, North Amboy, N. J..gal. .12¼- —
Bridgeport, Conn.....gal. .11¼- —
Buffalo.....gal. .15½- —
Camden, N. J.....gal. .10 - .11¼
Chicago.....gal. .1470- —
Decatur.....gal. .1810- —
Des Moines.....gal. .1790- —
Evansville, Ind.....gal. .1420- .1530
Milwaukee.....gal. .1530- —
Minneapolis-St. Paul..gal. .19½- —
Petroleum, mineral spirits, tankwagon, Newark.....gal. .09½- —
New York (200 gal.)..gal. .10½- —
Omaha.....gal. .12½- —
Pittsburgh.....gal. .11½- .13½
Providence.....gal. .12 - —
Rochester.....gal. .12½- —
St. Louis.....gal. .1470- —
Syracuse.....gal. .10½- —
Trenton.....gal. .10½- —
Wilmington, Del.....gal. .12½- —
Naphtha, cleaners, at refinery:—
California (f.o.b. San Francisco), tanks..gal. .12 - —
East Coast, N. Y., tanks, gal. .10½- —
N. J., tanks.....gal. .10½- —
Group 3, tanka.....gal. .07½- —
Gulf Coast (f.o.b. New Orleans), tanks..gal. .06¾- —
tankwagon, Boston, ex tax, gal. .12½- —
Bridgeport.....gal. .13½- —
Chicago, inc. 4c. tax..gal. .18 - —
Decatur, inc. 4c. tax..gal. .1910- —
Des Moines, inc. 4c. tax, gal. .1890- —
Evansville, inc. ex tax.gal. .15 - .16
Milwaukee, inc. 5c. tax.gal. .2030- —
Minneapolis-St. Paul, inc. 5c. tax..gal. .20½- —
Newark, ex tax.....gal. .10½- —
New York, ex tax.....gal. .11½- —
Omaha, ex tax.....gal. .1490- .1590
Oklahoma City, ex tax.gal. .16½- —
Philadelphia, ex tax..gal. .12 - —
St. Louis, inc. 1c. tax.gal. .15½- —
Syracuse, 150 gals.....gal. .14½- —
smaller lots, galv. drums, gal. .10 - —
high-solvency, aromatic, No. 1, over 70% arom., tanks, f.o.b. Bayway..gal. .21½- —
No. 2, over 90% arom., same basis..gal. .21½- —
3, same basis.....gal. .22¾- —
8, tanks, f.o.b. Paulsboro, N. J..gal. .19¾- —
30, same basis.....gal. .20¾- —
40, same basis.....gal. .21 - —
V.M.& P., at refinery:—
California, 46.5, 254 l.b.p., 380 e.p., tanks, f.o.b. El Segundo..gal. .11 - —
Richmond.....gal. .11½- —
Willbridge, Ore., Pt. Wells, Wash..gal. .12 - —
54-57, 190 l.b.p., 310 e.p., tanks, dlvd. Los Angeles..gal. .10 - —
San Francisco....gal. .10½- —
Portland, Seattle..gal. .11 - —
East Coast, N. Y., tanks, gal. .10½- —
N. J., tanks.....gal. .10½- —
Group 3, tanks.....gal. .07¼- —
Gulf Coast (dlvd. New Orleans), tanks..gal. .06½- —
tankwagon, Boston, ex tax, gal. .12½- —
Chicago, inc. 4c. tax..gal. .17 - —
Des Moines, inc. 4c. tax, gal. .1890- —
Decatur, inc. 4c. tax..gal. .1910- —
Evansville, Inc., ex tax, gal. .1520- .1630
Milwaukee, inc. 5c. tax.gal. .2030- —
Minneapolis-St. Paul, inc. 5c. tax..gal. .20 - —
Newark, ex tax.....gal. .11½- —
New York, ex tax...gal. .10¾- —
Omaha, ex tax.....gal. .1490-.1590
Philadelphia, ex tax..gal. .13 - —
St. Louis, inc. 1c. tax..gal. .1570- —
Solvent, rubber, at refinery, California (f.o.b. San Francisco). gal. .24 - —
East Coast, N. Y., tanks, gal. .10½- —
N. J., tanks.....gal. .10½- —
Group 3, tanks.....gal. .07¼- —
Stoddard (CS 8-33), at refinery:—
California (f.o.b. San Francisco), tanks..gal. .11 - —
East Coast, N. Y., tanks, gal. .09½- —
N. J., tanks.....gal. .09½- —
Group 3, tanks.....gal. .06¾- —
Tankwagon, Boston, ex tax, gal. .11½- —
Chicago, inc. 4c. tax..gal. .1640- —
Decatur, inc. 4c. tax..gal. .1860- —
Des Moines, inc. 4c. tax, gal. .1840- —
Evansville, Ind., ex tax, gal. .14 - .15
Milwaukee, inc. 5c. tax.gal. .1980- —
Minneapolis-St. Paul, inc. 5c. tax..gal. .1820- —
Newark, ex tax.....gal. .09½- —
New Orleans, ex tax..gal. .11 - —
New York, ex tax.....gal. .10¼- —
Omaha.....gal. .1360-.1450
Philadelphia, ex tax...gal. .13 - —
St. Louis, inc. 1c. tax..gal. .1240- —
Tulsa, ex tax.....gal. .10½- .11½
Phenobarbital, 5-lb. bots.....lb. 4.35 - —
bots. or cns., 100 lbs., or contract..lb. 4.00 - —
25-lb. cns.....lb. 4.25 - —
Phenol,[3] USP, dms., c.l., works, frt. equald..lb. .12¼- .13
l.c.l., same basis.....lb. .13¼- .13¾
under 1,000 lbs.....lb. .14¼- .14¾
tanks, works.....lb. .11½- .12
Phenolphthalein, USP, bbls., dms., 2,000-lb. lots..lb. .85 - —
bbls., dms., kegs, 100-250 lbs., lb. .87 - .89
yellow, fib. dms., 2,000-lb. lots, lb. .80 - —
100-lb. fib. dms.....lb. .82 - —
25-lb. dms.....lb. .87 - —
50-lb. kgs.....lb. .84 - —
Phenyl chloride, dms.....lb. .17 - —
Phenylacetaldehyde, bots.....lb. 5.00 Nom.
dimethylacetate, cns.....lb.14.50 Nom.
Phenyl ethyl acetate, cns.....lb. 2.90 Nom.
Phenylethylphenyl acetate, bots, lb. 8.00 -15.00
Phenylhydrazine, base, CP, bots, lb. 4.55 - —
hydrochloride, CP, bots., works lb. 7.10 - —
commercial, kgs., works.....lb. 1.75 - —
Phloroglucinol, CP, tins, wks..lb.20.00 -22.00
tech., tins, works.....lb.15.00 -16.50
Phosphate rock, Fla., high-grade, hard, 76% min..long ton. 5.00 - —
land-pebble, 68% min.long ton. 2.00 - —
70% min.....long ton. 2.30 - 2.40
72% min.....long ton. 2.75 - 3.00
74% min.....long ton. 4.00 - —
Tenn., 72% min.....long ton. 5.00 - —
75% min.....long ton. 6.00 - —
Phosphate rock prices are for shipment in bulk, f.o.b. mines.
Phosphorus, red, cs.....lb. .40 - .44
yellow, dms.....lb. .18 - .20
cases.....lb. .23 - .25
Oxychloride,[3] cyls.....lb. .15 - .18
Pentoxide, dms., c.l., works..lb. .11 - .12
l.c.l., dms., works.....lb. .13 - .14
Sesquisulphide, cs.....lb. .38 - .42
Trichloride, cyls.....lb. .15 - .16
Phthalamide, bbls., works, ton..lb. .35 - —
single, bbls., works.....lb. .40 - —
kgs., works.....lb. .45 - .50
Phthalic anhydride,[6] bbls., c.l., works, frt. all. E. of Miss. R..lb. .14½- —
l.c.l., same basis.....lb. .15½- —
Pichi leaves, bgs.....lb. .08 - .09
Pilocarpine hydrochloride, bots., vis..oz. 3.25 - 3.75
Nitrate, bots., vis.....oz. 3.25 - 3.75
Pimento, Jamaica, bgs.....lb. .20½- .21
Mexican (see Allspice, Mexican).
Pinkroot, bls.....lb. .42 - .45
Pitch, burgundy (see B).
Coaltar, 160° m.p., bbls., c.l., works..ton.19.00 - —
l.c.l.....ton.22.00 - —
hardwood, 1-time dms., c.l., dlvd. Akron..ton.23.75 -24.00
Linseed, dms.....lb. .05 - .05½
Petroleum (see Asphaltum, Mexican, Texas).
Pitch, pine, bbls.....bbl. 6.75 - 7.00
Plaster of Paris (see Gypsum).
Pleurisy root, Southern, bls....lb. .12 - .13
Podophyllin, dms., dlvd. E. of Miss..lb. 5.25 - —
Poke root, bls.....lb. .09 - .10
Polyamyl naphthalene, l.c.l., dms., works..lb. .25 - —
Pomegranate bark, bgs.....lb. .49 - .50
Root bark, bgs.....lb. .60 - .65
Poppy flowers, red, bls.....lb. .70 - .75
Seed, Dutch, bgs.....lb. .46 - .48
Indian, white, bgs.....lb. .06¼- .09¾
Turkish, bgs.....lb. .36¼- .36¾
Potash abietate.....lb. .68 - —
Acetate, USP, bbls., 250 lbs..lb. .28 - —
cns., 25 lbs.....lb. .31 - .44
Arsenite, USP, solut., 100-lb. lots, cbys., demijs..lb. .13 - .15
Bicarbonate, USP, cryst., bbls., 300 lbs. .14 - —
gran., bbls., 250 lbs.....lb. .14 - —
Bichromate,[4,5] spots, c.l., works..lb. .09¾- —
6 casks or 10 bbls., or over, works..lb. .09¾- —
5 casks or 9 bbls., or less, works..lb. .10 - —
Bromide, USP, gran., bbls., 500 lbs..lb. .27 - .31
kgs., 100 lbs.....lb. .28 - .32
Carbonate, calc., dms., c.l., works..lb. .06½- —
l.c.l., same basis.....lb. .06¾- —
hydrated, 83-85%, bbls., c.l., works..lb. .05½- —
l.c.l., same basis.....lb. .05¾- —
liquid, dms., c.l., works, frt. alld..lb. .06 - —
l.c.l., dms., same basis..lb. .03½- —
tanks, same basis.....lb. .02¾- —
USP, gran., bbls., 325 lbs. lb. .14 - .16
powd., bbls., 325 lbs.....lb. .19 - —
kgs., 100 lbs.....lb. .21 - —
Caustic, flake, 88-92%, dom., c.l., works..lb. .07 - —
import, dms.....lb. No prices
liquid, 45% basis, dms.....lb. .03½- .03¾
tanks.....lb. .02¾- —
solid, 88-92%, dom., dms., c.l., works..lb. .06¼- —
l.c.l.....lb. .06½- .06¾
import, dms.....lb. No prices
Chlorate,[5] cryst., kgs.....lb. .11 Nom.
pwd., kgs.....lb. .09¾- .10
Chloride, tech., 98%, cryst., bgs., kgs..lb. .08 Nom.
Chromate,[5,6] kgs.....lb. .24 - .27
Citrate, USP, gran., 250-lb. bbls., lbs..lb. .33½- —
100-lb. dms.....lb. .34½- —
50-lb. dms.....lb. .35½- —
25-lb. dms.....lb. .37½- —
powd., 3c. per lb. higher.
Cyanide, dom., dms., works..lb. .55 - —
Cyanide, gold, 41% gold, bots., works..oz.14.20 -14.95
Glycerophosphate, 75%, sol., dms., 1,000-lb. lots..lb. 1.50 - —
100-lb. lots.....lb. 1.60 - —
50-lb. lots, cbys. or cns..lb. 1.65 - —
25-lb. lots, cns.....lb. 1.75 - —
Guaiacolsulphonate, fib., dms., 100-lb. lots..lb. 1.75 - —
25 lbs. to 50 lbs.....lb. 1.80 - 1.85
Hydroxide, USP, sticks, cns., 100 lbs. to 1,000 lbs..lb. .32 - .34
Hypophosphite, cns., 100 lbs..lb. .72 - —
25 to 50 lbs.....lb. .75 - —
Iodate, bots., 5 lbs.....lb. 3.46 - —
cns., 25 lbs.....lb. 3.35 - —
Iodide, bots. or cns.....lb. 1.44 - 1.48
dms.....lb. 1.35 - 1.38
Kainit, 20%, K_2O, bulk, ex vessel, Atlantic or Gulf ports..ton. No prices
Manure salt, dom., run-of-mine grade, bulk, ex vessel, ports. unit-ton. .60 - —
f.o.b. Carlsbad, N.M.unit-ton. .20 - .21
import, 30%, K_2O, bulk, ex vessel, Atlantic or Gulf ports..ton. No prices
Metabisulphite, kgs.....lb. .18 - .20
Muriate, dom., min. 50% K_2O, bulk, ex vessel, ports. unit-ton. .56 - .58
min. 60% K_2O, same basis.. unit-ton. .53½- —
import, min. 50% or 60% K_2O, bulk, ex vessel, Atlantic or Gulf ports..unit-ton. No prices
Domestic muriate of potash prices, basis f.o.b. Carlsbad, N. M., are 11.2c. per unit of K_2O less than the ex vessel price named above.
Oxalate, pure, cryst., kgs....lb. .40 - .42
tech., bbls., dms.....lb. .28 - .30
Nitrate, crude, bgs., c.l.f. ports. ton. No prices
Perchlorate,[3] kgs., wks.....lb. .09½- .11
Permanganate,[3] tech., dms., works..lb. .19¾- .20¼
USP, dms., wks.....lb. .20½- .21
Prussiate, red, bbls.....lb. No prices
Yellow, spot, bbls.....lb. .17 - .19
Ricinoleate, tech., bbls.....lb. .13 - —
Silicate alkaline, lumps, bgs. lb. .07 - —
Sulphate, NF, powd., 550 lbs., bbls..lb. .15 Nom.
100-lb. kgs.....lb. .17 - —
Prices on granular 4c. higher.
tech., dom., bulk basis, 90%, K_2SO_4, ex vessel, ports..ton.36.25 - —
imp., min., 90%, bgs., ex vessel, Atl. or Gulf ports..ton. No prices
Xanthate, dms., c.l.....lb. .12 - —
Sulphocyanide, C.P., dms....lb. .75 - .85
N.F., dms.....lb. .55 - .65
Potash-magnesia, sulphate, dom., bulk, 40%, K_2SO_4, ex vessel, ports..ton.26.00 - —

Potash-soda ferricyanide, dms., works..lb. .40 - .45
Potash titanium oxalate, 350-lb. bbls..lb. .45 - —
100-lb. dms.....lb. .50 - —
Prickly ash bark, bls.....lb. .12 - .15
Berries, bgs.....lb. .25 - .26
Prince's pine herb, bls.....lb. .22 - .23
Procaine, hydrochloride, 25-lb. cns., lb. 8.00 - —
5-lb. cans.....lb. 8.25 - 8.50
1-lb. bots.....lb. 8.75 - —
Propane, tanks, Group 3.....gal. .03¾- .04
Psyllium seed (see Fleaseed).
Pulsatilla, bls.....lb. .85 - .90
Pumice, dom., grd., fine, 4F, 2F, F, O, bgs., 5 tons and up..lb. .03¼- —
1-4 tons.....lb. .03¾- —
500-2000 lbs.....lb. .03¾- —
under 500 lbs.....lb. .04 - —
coarse, O½, ½, 1, 1½, 2, 3, bgs., 5 tons and up..lb. .03½- —
1-4 tons.....lb. .03¾- —
500-2000 lbs.....lb. .03¾- —
under 500 lbs.....lb. .04¼- —
Imp., Italian.....lb. No prices
Pumice stone packed in barrels is ½c. per lb. higher than the above prices.
Pumpkin seed, bgs.....lb. .10 - .11
Purple lake (see Red).
Putty, com'l, dms.....100 lbs. 3.15 - —
linseed oil, raw, dms....100 lbs. 5.00 - —
refined, dms.....100 lbs 5.50 - —
standard, dms.....100 lbs. 4.20 - —
Pyrethrum concentrate, liq. (20 to 1), basis 2 grams pyrethrins per 100 cc., dms., dlvd..gal. 4.25 - 4.45
(30 to 1), 3 grams pyrethrins per 100 cc., dms., dlvd..gal. 6.45 - —
Pyrethrum flowers, coarse.. grnd. (g.f.p), 9% pyrethrins, frt. alld., bbls..lb. .20 - .21
fine powd., 9% pyrethrins, frt. alld., bbls..lb. .21 - .23
Pyridin, denaturing, dms.....gal. 1.71 - —
refd., 2°, dms.....lb. .48 - —
Pyrites, Spanish, bulk, c.i.f. Atl. ports..unit-ton. No prices
Pyrocatechin, CP, cryst., works, fib. dms., tins..lb. 2.15 - 2.40
resublimed, fib. dms., tins..lb. 4.60 - —
Pyrophylite, standard, 200 mesh, c.l., mines..ton.10.00 - —
325 mesh, same basis.....ton.13.00 - —
No. 3, 200 mesh, c.l., mines.ton. 9.00 - —
325 mesh, same basis.....ton.11.00 - —
Pyroxylin scrap amber, cs., works..lb. .12 - —
black, cs., works.....lb. .10 - —
china white, ivory, cs., works, lb. .13 - —
dense, white, cs., works....lb. .10 - —
gray, cs.. works.....lb. .08 - —
mixed, mottles, opaques, cs., works..lb. .04 - —
translucent pastels, cs., works, lb. .10 - —
transparent, cs., works.....lb. .20 - —
colors, cs., works.....lb. .12 - —
shavings, amber, cs., works, lb. .16 - —
colors, mixed, cs., works...lb. .10 - —
white, cs., works.....lb. .15 - —

Q

Quassia chips, bls.....lb. .05 - .06
Quebracho extract, liquid, 35% tan, bbls., works..lb. .05¾- —
tanks, works.....lb. .05¼- —
solid, 63%, bgs., c.l., ex dock, plus duty..lb. .04⅞- —
clarified, 64%, bgs., c.l., same basis..lb. .05 - —
pwd., bgs., c.l.....lb. .10½- —
l.c.l., bgs.....lb. .11 - —
Queen of the meadow leaves bgs..lb. .07½- .08
Root, bgs.....lb. .10 - .11
Quercitron, crystals, bgs.....lb. .26 - —
extract, bgs., No. 1.....lb. .10 - —
No. 2.....lb. .09½- —
No. 3.....lb. .09 - —
solid, bxs.....lb. .18½- —
Quicksilver,[2,4,8] dom., flasks (76 lbs. net), dlvd., N.Y...flask.192.00 -195.00
Quince seed, bgs.....lb. 1.25 - 1.30
Quinidine, N.F.V., cryst., cns.oz. 1.06 - —
powd., precip., cns.....oz. 1.01 - —
Sulphate, cns.....oz. .71 - —
Subject to surcharge of 8½c. per oz; see note under Quinine.

Quinine, 100 ozs., cns.....oz. .84 - —
Acetate, cns.....oz. 1.05 - —
Arsenate, cns.....oz. 1.05 - —
Arsenite, cns.....oz. 1.07 - —
Bisulphate, cns.....oz. .60 - —
Citrate, cns.....oz. .78 - —
Dihydrobromine, bots.....oz. .82 - —
Dihydrochloride, bots.....oz. .82 - —
Ethylcarbonate, cns.....oz. .85 - —
Ferrocyanide, cns.....oz. 1.07 - —
Formate, cns.....oz. 1.00 - —
Hydrochlorosulphate, cns....oz. .81 - —
Glycerophosphate, cns.....oz. 1.20 - —
Hydrochloride, cns.....oz. .76 - —
Hydroiodide, cns.....oz. 1.05 - —
Hypophosphite, cns.....oz. 1.07 - —
Phosphate, cns.....oz. .90 - —
Salicylate, cns.....oz. .79 - —
Sulphate, USP, XI, cns.....oz. .67 - —
Sulphocarbolate, cns.....oz. 1.05 - —
Tannate, cns.....oz. .63 - —
Valerate, cns.....oz. .99 - —
Tartrate, cns.....oz. 1.03 - —

Quinine buyers must pay a surcharge of 8½c. per oz. to cover present war risk insurance, ocean freight rates, and additional expenses over the cost of usual business. Changes in these controlling factors will be reflected in the surcharge invoiced.

Quinine-urea hydrochloride, cns.oz. .81 - —

Subject to surcharge of 8½c. per oz; see note under Quinine.

R

R salt, dry, bbls.....lb. .55 - —
paste, dms.....lb. .52 - —
Rapeseed, Argentine, bgs.....lb. .07¾- .08¼
Dutch, bgs.....lb. No stocks
Indian, medium, recleaned, bgs., lb. .07½- .08
Japanese ogs.....lb. No stocks
Raspberries, dried, bls.....lb. .65 - .70

Red, alizarin lake, bbls., dlvd. N. of Tenn. and N. C. E. of Miss. R., including St. Paul, Minneapolis, Davenport, Rock Island, St. Louis..lb. 1.10 - 1.90
Red, alizarin lake prices are ½c. higher dlvd. Ala., Fla., Ga., La. (Shreveport, 1¼c.), Miss., N.C., S.C., Tenn., Tex. (Dallas, Ft. Worth, 1¼c.; El Paso, 2c.), Cedar Rapids, Des Moines, Kansas City, Lincoln, Omaha, St. Joseph; 1c. higher dlvd. Pac. Coast for Denver, Pueblo, Salt Lake City, Wichita, prices are equalized with Chicago.

Cadmium, lithopone, deep shade, bbls., ton lots, works, frt. alld..lb. .90 - —
smaller lots.....lb. .95 - —
kgs., ton lots.....lb. .95 - —
smaller lots.....lb. 1.00 - —
light shade, bbls., ton lots, lb. .75 - —
smaller lots.....lb. .80 - —
kgs., ton lots.....lb. .80 - —
smaller lots.....lb. .85 - —
light-medium shade, bbls., ton lots..lb. .80 - —
smaller lots.....lb. .85 - —
kgs., ton lots.....lb. .85 - —
smaller lots.....lb. .90 - —
maroon shades, bbls., ton lots, lb. 1.00 - —
smaller lots.....lb. 1.05 - —
kgs., ton lots.....lb. 1.05 - —
smaller lots.....lb. 1.10 - —
medium shade, bbls., ton lots..lb. .85 - —
smaller lots.....lb. .90 - —
kgs., ton lots.....lb. .90 - —
smaller lots.....lb. .95 - —

Red, cadmium, lithopone quotations are prices at the works, with frt. alld.
Selenide, bbls., light, works..lb. 2.35 - —
maroon, works.....lb. 2.90 - —
Carmine, 40, dms., 100 lbs...lb. 4.60 - —
50 lbs.....lb. 4.75 - —
cns., 5 lbs.....lb. 5.25 - —
1 lb.....lb. 5.35 - —
Crocus martis (see Red, purple oxide).
Eosin toner, bbls.....lb. 1.25 - —
Fire toner, bbls.....lb. .85 - —
Indian, pure, bbls., f.o.b. Bethlehem, Easton, E. St. Louis, N. Y..lb. .09¼- —
80-85%, bbls., same basis...lb. .07¾- —
Iron oxide (see Red oxide).
Lacquer maroon, bbls., same basis..lb. 1.25 - —
Lake C toner, bbls., same basis, alizarin, lake, contracts..lb. .90 - —
open order.....lb. .90 - —
Litho toner, bbls., same basis, alizarin, lake, contracts..lb. .60 - —
Rose, lake, bbls.....lb. .25 - .28
Pink, bbls.....lb. .20 - .25
Lithol-rubine toner, bbls., same basis, alizarin lake, contracts..lb. 1.15 - —
Maroon lake, 25%, kgs., same basis, alizarin lake, contracts..lb. .40 - —
Mercury oxide, tech., bbls., 10,000 lbs..lb. 3.09 - —
smaller lots.....lb. 3.11 - —
Metallic, bbls., Pa., works...lb. .02 - —
Orange, Persian (see O).

Pot. Soda Fer.—Red, Tuscan

Red, oxide, pure, bbls., c.l., wks., lb. .09 - —
reduced, 85% copperas oxide, bbls., l.c.l., f.o.b. Bethlehem, Easton, E. St. Louis, Copley, Ohio..lb. .08¾- —
80% copperas oxide, bbls., same basis..lb. .08¼ -
Para, toner, concent., kgs., same basis, alizarin lake, contracts..lb. .70 - —
Persian Gulf, oxide, bbls., l.c.l. lb. No prices
Phloxin toner (see Red, Eosin-toner)
Phosphotungstic rhodamine, Y, kgs..lb. 4.15 - —
Purple lake, kgs.....lb. .60 - 1.00
Oxide, bbls., f.o.b. Bethlehem, Easton, E. St. Louis..lb. .03¼- —
Toner, kgs.....lb. 1.50 - 2.00
Scarlet ink toner, kgs., same basis alizarin lake..lb. .55 - —
Lake, kgs., same basis alizarin lake..lb. .25 - .30
Spanish oxide, Grade 1, c.l., bbls., f.o.b. N.Y..lb. .04½- —
l.c.l.....lb. .04⅞- —
Grade 2, c.l., bbls., f.o.b. N.Y..lb. .04¼- —
l.c.l.....lb. .04⅝- —
Toluidin toner, kgs., same basis alizarin lake..lb. 1.20 - —
Tuscan, bbls., f.o.b. N.Y., E. St. Louis..lb. 11

WHEN THE FIRST RAILROAD across the nation was completed, a golden spike was driven in the last tie that joined this great ribbon of steel between the East and the West. The vision, firm purpose, and hard work that finally achieved this great union, marked an epoch in transportation that was symbolized forever in that one golden spike.

THE GOLDEN SPIKE THAT SEALED A GREATER SERVICE...

FROM THE PAINTING, "DRIVING THE LAST SPIKE," BY THOMAS HILL. REPRODUCED BY COURTESY OF M. H. DE YOUNG MEMORIAL MUSEUM, SAN FRANCISCO.

The joining of the Niagara Alkali Company and the Electro Bleaching Gas Company is likewise an historic completion of a great service . . . in the fields of chemical research and manufacture The "golden spike" that symbolizes this union is the reputation and integrity painstakingly maintained by each of these two companies that now become one . . . the Niagara Alkali Company . . . united in enterprise and resources to better serve man and his industries.

Niagara
ALKALI COMPANY
60 EAST 42nd STREET, NEW YORK, N. Y.
CAUSTIC POTASH · CAUSTIC SODA
PARA · CARBONATE OF POTASH
Liquid Chlorine
EBG NIAGARA ALKALI COMPANY

Red, Venitian—Soda Ash

Red, Venetian, bbls., works...lb. .0220- —
10%, bbls., works.....lb. .0245- —
15%, bbls., works.....lb. .0265- —
20%, bbls., works.....lb. .02¾- —
25%, bbls., works.....lb. .03 - —
30%, bbls., works.....lb. .03¼- —
35%, bbls., works.....lb. .0360- —
40%, bbls., works.....lb. .04 - —
Vermilion, Amer., bbls., same basis alizarin lake..lb. Nom.
quicksilver, bbls.....lb. 3.20 - 3.27
Red dyes are listed under Dyes.
Red, precipitate, N. F., powd., fib. dms., 50 lbs. or more. lb. 3.26 - —
Red saunders wood, ground, bbls. lb. .25 - —
Resorcinol, tech., 200-lb. dms., frt. alld. E. of Miss..lb. .68 - —
smaller quantities, works..lb. .74 - —
USP, cryst., 100 lbs., dms., frt. alld. E. of Miss..lb. 1.80 - —
Rhatany root, bgs.....lb. .10 - .11
Rhubarb, cs.....lb. .45 - .50
powd., bbls., kgs.....lb. .55 - .60
Riboflavin .....gram. 1.50 - 2.00
Rochelle salt, cryst., bbls., 5,000 lbs., 1 ship't..lb. .43½- —
smaller lots.....lb. .44 - —
powd., bbls., 5,000 lbs., 1 ship't..lb. .42½- —
smaller lots.....lb. .43 - —
Rose flowers, pale, bls.....lb. .42 - .43
red, bls.....lb. 5.00 Nom.
Rosemary, flowers, bls.....lb. .45 - .50
leaves, bls.....lb. .16 - .17
Rosin, gum, B, bbls., ex dock... 100 lbs. 2.97 - —
D, bbls.....100 lbs. 2.97 - —
E, bbls.....100 lbs. 2.98 - —
F, bbls.....100 lbs. 2.99 - —
G, bbls.....100 lbs. 3.01 - —
H, bbls.....100 lbs. 2.99 - —
I, bbls.....100 lbs. 2.97 - —
K, bbls.....100 lbs. 2.97 - —
M, bbls.....100 lbs. 3.16 - —
N, bbls.....100 lbs. 3.16 - —
W. G., bbls.....100 lbs. 3.33 - —
W. W. ,bbls.....100 lbs. 3.45 - —
X, bbls.....100 lbs. 3.45 - —
Rottenstone, dom., ogs., c.., f.o.b. mines..ton.25.50 - —
l.c.l., f.o.b. mines.....ton.37.50 - —
import, lump, bbls.....lb. No prices
powd., bbls.....lb. No prices
Rue, bls.....lb. .30 - .35

S

Sabadilla seed., powd., bbls....lb. .22 - .23
Saccharin, dms., 100 lbs.....lb. 1.45 - —
cns., 25 lbs.....lb. 1.48 - 1.50
Safflower, bls.....lb. .35 - .40
Saffron, Mexican, bls.....lb. .40 - .45
Spanish, tins.....lb. 39.00 -40.00
Safrol, cns.....lb. 1.50 - 1.60
dms.....lb. No prices
Sage, Dalmatian, garden, bls..lb. 1.50 - 1.55
stainless, bls.....lb. No stocks
ground, bls.....lb. 1.75 Nom.
Greek, bls.....lb. 1.05 - 1.15
Spanish, bls.....lb. .45 - .47
Sago flour, bgs.....lb. .05 - .05½
Salicin, bots., 5 lbs.....lb. 7.00 - —
cns., 25 lbs.....lb. 6.75 - —
Salol, gran., bbls., 200-lbs....lb. .90 - —
bxs., 25 lbs.....lb. .93 - —
kgs., 100 lbs.....lb. .90 - —
powd., fib. dms., 25 lbs.....lb. 1.03 - —
kgs., 100 lbs.....lb. 1.00 - —
Salt, rock, bgs., dlvd. N.Y..ton.14.20 - —
l.c.l., bgs., dlvd. N.Y...ton.16.00 -16.60
vacuum, common, fine, bgs., c.l., dlvd. N. Y..ton.15.70 - —
l.c.l., dlvd. N. Y.....ton.18.20 -21.30
Saltcake, dom., bulk, works..ton.15.00 - —
import, bulk, c.l.f.....ton.16.00 Nom.
Chrome (see Chrome cake).
Saltpeter, dbl. refined, cryst., 10-20 tons, bbls..100 lbs. 9.10 -10.10
1-9 tons.....100 lbs. 9.25 -10.25
less than ton lots..100 lbs. 9.50 -10.50
gran., bbls., 10-20 tons..... 100 lbs. 8.10 - —
1-9 tons.....100 lbs. 8.25 - —
less than ton lots..100 lbs. 8.50 - —
powd., bbls., 10-20 tons..... 100 lbs. 9.10 - —
1-9 tons.....100 lbs. 9.25 - —
less than ton lots..100 lbs. 9.50 - —
Santonin, cryst., cns.....kilo.175.00 -180.00
Saponin, crude, cns.....lb. 2.25 - 2.50
Purified, cns., 25 lbs.....lb. 3.00 - 3.25
Sarsaparilla root, Honduras, bls., lb. .32 - .33
Mexican, bls.....lb. .19 - .20
Sassafras, bark, ord., bls.....lb. .13 - .14
select, bls.....lb. .20 - .21
Savory, ols.....lb. 1.25 - 1.30
Saw palmetto berries, bgs.....lb. .08 - .09
Scammony root, bgs.....lb. .07 - .08
resin, lump, cns.....lb. .85 - —
powd., bxs.....lb. .90 - —
Schaeffer's salt, bgs.....lb. .46 - —
Seidlitz mixture, bbls., 5,000 lbs., 1 shipment..lb. .33⅜- —
smaller lots.....lb. .34½- —
kegs, 5,000 lbs., 1 shipm't..lb. .34¼- —
smaller lots.....lb. .34⅝- —
Selenium, pwd. A, 10-lb. tins..lb. 2.00 - —
100-lb. cases.....lb. 1.75 - —
Senega root, spot, bls.....lb. .95 - 1.00
Senna leaves, Alexandria, half leaf, bls..lb. .18 - .20
siftings, bgs.....lb. .17 - .19
Tinnevelly, No. 1, bls.....lb. .13 - .14
2 bls.....lb. .11 - .13
3 bls.....lb. .10 - .11
powd., bbls., bxs.....lb. .13 - .14
Pods., bls.....lb. .10 - .11
Serpentaria root, bls.....lb. .60 - .65
Shellac, bleached, bonedry, bbls., f.o.b. N. Y...lb. .37 - .38
dlvd., Boston.....lb. .38 - .39
Chicago .....lb. .38½- .39½
Pacific Coast.....lb. .40½- .41½
rfd., bbls., f.o.b. N. Y....lb. .43 - .44
dlvd., Boston.....lb. .43½- .44½
Chicago .....lb. .44¾- .45¾
Pacific Coast.....lb. .46¾- .47¾
Garnet, bgs.....lb. .30 - .31
D.C., V.S.O., or Diamond 1, cs., lb. .39 - .40
Superfine, bgs., f.o.b. Boston, N. Y..lb. .30 - .31
dlvd., Chicago.....lb. .30½- .31½
Pacific Coast.....lb. .33 - .34
T.N., bgs., f.o.b. Boston, N.Y. lb. .29 - .30
Pacific Coast.....lb. .32½- .33½
dlvd., Chicago.....lb. .29½- .30½
Varnish, Metro area, orange, 5-lb. cut, bbls..gal. 1.55 - 1.60
4½-lb. cut, bbls.....gal. 1.50 - 1.55
4-lb. cut, bbls.....gal. 1.45 - 1.50
white, 5-lb. cut, bbls.....gal. 1.70 - 1.75
4½-lb. cut, bbls.....gal. 1.65 - 1.70
4-lb. cut, bbls.....gal. 1.60 - 1.65
Prices, dlvd., Boston or Chicago, 10c. per gal. higher.
Silica, amorph., dry-grd., 95-97%, 325 mesh, bgs., c.l., works.ton.17.00 - —
l.c.l., 2½ tons, works, ton.19.00 - —
smaller lots, works.ton.20.00 - —
wet-grd., 95-97%, 325 mesh, bgs., c.l., works..ton.19.00 - —
l.c.l., 2½ tons, works, ton.21.00 - —
smaller lots, works.ton.25.00 - —
400 mesh, bgs., c.l., works, ton.30.00 - —
l.c.l., 2½ tons, works, ton.35.00 - —
smaller lots, works.ton.38.00 - —
96-98% 325 mesh, bgs., c.l., works..ton.20.00 - —
l.c.l., 2½ tons, works.ton.21.50 - —
smaller lots, works.ton23.00 - —
99%, 325 mesh, bgs., c.l., works..ton.22.00 - —
med., grd., 99%, 325 mesh, l.c.l., 2½ tons, works..ton.25.50 - —
hard-quartz, 99½%, 325 mesh, bgs., c.l., works..ton.13.50 - —
l.c.l., works.....ton.18.50 - —
140 mesh, bgs., c.l., works, ton.11.00 - —
l.c.l., works.....ton.16.00 - —
Silver, bullion.....oz. .34¾- —
Govt. purchase, dom., metal. oz. .7111- —
Govt. purchase, foreign metal. oz. .35 - —
Cyanide, cns., 2,500 ozs.....oz. .33 - —
1,000 ozs.....oz. .33¼- —
500 ozs.....oz. .33½- —
80 to 100 ozs.....oz. .33¾- —
Nitrate, 100-oz. bots.....oz. .24 - —
Nucleinate, bots., dms.....oz. .29 - .34
Proteinate, bots., dms.....oz. .28 - .33
Simarubra barks, bls.....lb. .40 - .45
Skullcap, Eastern, bls.....lb. .27 - .28
Western, bls.....lb. .14 - .15
Skunk cabbage root, bls.....lb. .11 - .12
Slate flour, bgs., c.l., works..ton. 9.00 - —
l.c.l., works.....ton.10.00 -15.00
Sloe berries, bgs.....lb. .60 - .65
Smalt, black, extra velvet, ctns., lb. .05 - .08
Blue, ctns.....lb. .07 - .08½
Snakeroot, Canada, bls.....lb. .24 - .26
Soapbark, bls.....lb. .10 - .11
crushed, bls., bbls.....lb. .13 - .13½
cut, German, bls., bbls.....lb. No stocks
dom., bbls.....lb. .16 - .18
powd., bbls.....lb. .16 - .17
Soda, acetate, anhyd., dms., dlvd. lb. .08½- .10
flake, gran., powd., 60%, dms., c.l., dlvd..lb. .04½- .05
l.c.l., dlvd.....lb. .05 - .06
USP, bbls., dlvd.....lb. .06 - .07
Alginate, dms., bbls., works..lb. .39 - .70
Aluminate, white soluble, c.l., bgs., frt. equald..100 lbs. 7.50 - —
dms., frt. equald.....100 lbs. 7.75 - —
l.c.l., bgs., frt. equald.100 lbs. 8.40 - —
dms., frt. equald.....100 lbs. 8.65 - —
Antimoniate, bbls., dlvd.....lb. .15 - .15½
Arsenate, dms., dealers, c.l., works..lb. .08 - —
l.c.l., dms.....lb. .09¼- .09⅝
Arsenite, dry, gray, dms., c.l., dealers, works..lb. .06¾- —
l.c.l., dms., works.....lb. .07½- .08½
white, dms., c.l., dealers, works..lb. .07¾- —
l.c.l., dms., works.....lb. .08½- .09½
Soda arsenite, dry, gray, prices are ¾c. per pound higher in Chicago; 1c. per pound higher in Houston, Tex., and Colorado. White prices are 1c. per pound higher in Tex. and Colo.
Ash, dense, 58%, bgs., c.l., works..100 lbs. 1.10 - —
l.c.l., Zone 1.....100 lbs. 2.13 - —
2 .....100 lbs. 2.28 - —
3 .....100 lbs. 2.53 - —
4 .....100 lbs. 2.93 - —
bbls., c.l., works..100 lbs. 1.35 - —
l.c.l., Zone 1.....100 lbs. 2.35 - —
2 .....100 lbs. 2.50 - —
3 .....100 lbs. 2.75 - —
4 .....100 lbs. 3.15 - —
bulk, c.l., works...100 lbs. .95 - —
extra light, 58%, bgs., c.l. 100 lbs. 1.05 - 1.08
l.c.l., Zone 1.....100 lbs. 2.08 - —
2 .....100 lbs. 2.23 - —
3 .....100 lbs. 2.48 - —
4 .....100 lbs. 2.88 - —
bbls., c.l., works...100 lbs. 1.45 - —
l.c.l., Zone 1.....100 lbs. 2.45 - —
2 .....100 lbs. 2.60 - —
3 .....100 lbs. 2.85 - —
4 .....100 lbs. 3.25 - —
bulk, c.l.....100 lbs. .90 - —
light, 58%, bgs., c.l., works, 100 lbs. 1.05 - 1.08
l.c.l., Zone 1.....100 lbs. 2.08 - —
2 .....100 lbs. 2.23 - —
3 .....100 lbs. 2.48 - —
4 .....100 lbs. 2.88 - —

THEY KEEP ON ROLLING...

Regulating the amount of carbon dioxide that is pumped to the carbonating towers.

Gas compressors in the North Plant of Michigan Alkali, Wyandotte, Mich. These wheels turn 365 days a year.

The Michigan Alkali plants are never idle. The wheels never stop turning. As a result, production of Michigan Alkali chemical products is continuous.

Night and day, for more than fifty years, raw materials — coal, limestone and salt brine — have poured into the ovens and distillers at Michigan Alkali. And night and day basic chemical products move out over the country, filling the needs of Industry and National Defense.

MICHIGAN ALKALI COMPANY
FORD BUILDING, DETROIT, MICHIGAN

NEW YORK • CHICAGO • CINCINNATI • ST. LOUIS • WYANDOTTE

DISTRIBUTORS IN ALL PRINCIPAL CITIES • MANUFACTURERS: SODA ASH • CAUSTIC SODA
BICARBONATE OF SODA • CALCIUM CHLORIDE • CHLORINE • CALCIUM CARBONATE • DRY ICE

Soda ash, light, 58%, bbls., c.l., works..100 lbs. 1.35 - —
l.c.l., Zone 1.....100 lbs. 2.35 - —
2 .....100 lbs. 2.50 - —
3 .....100 lbs. 2.75 - —
4 .....100 lbs. 3.15 - —
bulk, c.l.....100 lbs. .90 - —

Soda ash l.c.l. prices are per 100 lbs. f.o.b. recognized warehouse point and include delivery in any quantity to customer's sidewalk within recognized local trucking distance of seller's warehouse. The sales zones are:—Zone 1: All Northern U.S. E. of Miss. River and North of the Southern boundaries of Ky. and Va., including also St. Louis, Mo., and Davenport, Ia., parallel La., Miss., Ala., South of 31° Texas, E. of 100° Meridian and S. of 31° parallel and Fla., in Me., N. H. and Vt.; special local zone prices apply for ship't to various counties. Zone 2: Ark. East of 93° Meridian; Neb., E. of 98° Meridian; Tex., N. of 31° parallel and E. of 100° Meridian (except Wichita Falls), Ala., La., and Miss. N. of 31° parallel; Iowa (except Davenport), Ga., Minn., Mo. (except St. Louis), N. and S. C. and Tenn. Zone 3: Kansas, Neb., W. of 98° Meridian, Tex., W. of 100° Meridian (including Wichita Falls, but excluding El Paso), N. and S. D., Okla., Ark., W. of 93° Meridian. Zone 4: El Paso, Tex.; Ariz., Colo., Idaho, Mont., Nev., N. M., Utah and Wyoming.

Benzoate, tech., bbls., 4,000 lbs. or more..lb. .39 - —
1,000 to 3,900 lbs.....lb. .40 - —
900 lbs. or less.....lb. .43 - —
USP, bbls., fib., 4,000 lbs. or more..lb. .46 - —
1,000 to 3,900 lbs.....lb. .47 - —
900 lbs. or less.....lb. .50 - —
Bicarbonate, tech., bbls., c.l., works..100 lbs. 1.70 - —
l.c.l. .....100 lbs. 2.05 - —
bgs., c.l.....100 lbs. 1.55 - —
l.c.l. .....100 lbs. 1.90 - —
USP, gran., bbls., c.l., works, 100 lbs. 2.25 - —
l.c.l. .....100 lbs. 2.60 - —
powd., bbls., c.l., works.... 100 lbs. 1.85 - —
l.c.l., dlvd., N.Y..100 lbs. 2.51 - —
kgs., c.l.....100 lbs. 2.10 - —
l.c.l., dlvd., N.Y..100 lbs. 2.76 - —
Bichromate, 2, 5 spot, c.l., wks., lb. .07⅝- —
l.c.l., 6 cks., or 10 bbls. or over. works..lb. .07½- —
5 cks. or 9 bbls. or less, works..lb. .07¾- —
Bifluoride, bbls., c.l.....lb. .11 - —
10 bbls. lots.....lb. .11½- .13
1-9 bbls.....lb. .12 - —
kegs .....lb. .12½- .14
Bisulphite, powd., bbls., c.l., works..100 lbs. 3.00 - 3.10
l.c.l., works.....100 lbs. 3.50 - 3.60
solution, 32 deg., bbls., c.l., works..100 lbs. 1.30 - —
l.c.l., bbls., works..100 lbs. 1.55 - —
33 deg., bbls., c.l., works, 100 lbs. 1.35 - —
l.c.l., bbls., works..100 lbs. 1.60 - —
35 deg., bbls., c.l., works, 100 lbs. 1.40 - —
l.c.l., bbls., works..100 lbs. 1.65 - —
44 deg., bbls., works.100 lbs. 1.55 - —
l.c.l., bbls., works..100 lbs. 1.80 - —
Bromide, USP, gran., bbls., 500 lbs..lb. .27 - .31
fiber drms., 100 lbs.....lb. .28 - .32
Cacodylate, 1-kilo bots.....lb. No prices
Carbonate (see Soda ash, soda monohydrated, soda sal).
Caustic, flake, 76% powd., ammon. process, bbls., c.l., works..100 lbs. 2.95 - —
drms., c.l., works..100 lbs. 2.70 - —
l.c.l., Zone 1....100 lbs. 3.55 - 4.90
2 .....100 lbs. 3.70 - 5.05
3 .....100 lbs. 3.95 - 5.30
4 .....100 lbs. 4.35 - 5.70
electro process, drms., c.l., works..100 lbs. 2.70 - —
L.c.l., same zone prices as ammonia process
liquid, 47-49%, buyers' tanks, works..100 lbs. 1.92½- —
sellers' tanks, works..... 100 lbs. 1.95 - —
70%, buyers' tanks, works, 100 lbs. 1.97½- —
sellers' tanks, works..... 100 lbs. 2.00 - —
solid, 76% ammon., process, drms., c.l., works..100 lbs. 2.30 - —
l.c.l., Zone 1....100 lbs. 3.15 - —
2 .....100 lbs. 3.30 - —
3 .....100 lbs. 3.55 - —
electro process, drms., c.l., works..100 lbs. 2.30 - —

Soda, caustic, solid, electro process, drms., l.c.l., same zone prices as ammon. process. Caustic soda, l.c.l. prices are on the same basis as those for soda ash. The sales zones are also the same.

Chlorate, dom., cryst., bgs., c.l., works..lb. .06¼- —
l.c.l., works.....lb. .06½- —
powd., bgs., c.l., works..lb. .06½- —
l.c.l., works.....lb. .07 - .08½
Chromate, 2, 5 spot, c.l., works, lb. .08¾- —
l.c.l., 6 cks., 10 bbls. or over, works..lb. .09½- —
Citrate, USP VIII, 225-lb. bbls. lb. .18½- —
cns., drms., 50-lb. lots....lb. .20½- —
25-lb. lots.....lb. .22½- .23½
drms., kgs., 100-lb. lots..lb. .19½- —
USP XI, gran., bbls., 250-lb. lots..lb. .24 - —
boxes, 50-lb. lots.....lb. .26 - —
cns., 25-lb. lots.....lb. .28 - .29
kgs., 100-lb. lots.....lb. .25 - —
powd., bbls., 250-lb.lots..lb. .24½- —
boxes, 50-lb. lots.....lb. .26½- —
cns., 25-lb. lots.....lb. .29½- —
kgs., 100-lb. lots.....lb. .25½- —
Cyanide, 96-98%, dom., drms.lb. .14 - .15
imports, 90%, cs.....lb. No prices
Diacetate, 33-35% acidity, bbls., dlvd..lb. .10 - —
anhy., drms., dlvd.....lb. .12½- —
Fluoride, white, 30%, bbls., c.l., frt. alld..lb. .08 - —
l.c.l., 10 or over, same basis..lb. .08½- —
1-9, same basis.....lb. .09 - —
95%, bbls., c.l., same basis.lb. .08¼- —
l.c.l., 10 or over, same basis..lb. .08¾- —
1-9, same basis.....lb. .09¼- —
Soda fluoride prices at Los Angeles are f.a.s. works.
Glycerophosphate, NF, cryst., bbls., 1,000-lb. lots....lb. 1.25 - —
100-lb. lots.....lb. 1.40 - —
cns., 25 lbs.....lb. 1.65 - —

Soda, glycerophosphate, powd., bbls., 1,000-lb. lots..lb. 1.30 - —
100-lb. lots.....lb. 1.40 - —
cns., 25 lbs.....lb. 1.70 - —
solution, cbys., cns.....lb. .82 - 1.02
Hydrosulphite, drms., frt. alld.lb. .17 - .18
Hydroxide, USP, sticks, cns., 100 to 1,000-lb. lots..lb. .22 - .24
Hypophosphite, N. F., cns., 100-
Hyposulphite, cryst., large, bgs., works, frt. equal'd..100 lbs. 2.25 - —
bbls., same basis..100 lbs. 2.45 - —
l.c.l., bgs., works, frt. equal'd..100 lbs. 2.50 - —
bbls., same basis..100 lbs. 2.70 - —
pea, bgs. c.l., works.100 lbs. 2.60 - —
bbls., works.....100 lbs. 2.80 - —
drms., works.....100 lbs. 3.10 - —
5,000 lbs. and over, bgs., works..100 lbs. 2.75 - 3.00
bbls., works.....100 lbs. 2.95 - 3.20
drms., works.....100 lbs. 3.25 - 3.60
2,500 to 5,000 lbs., bgs., works..100 lbs. 2.85 - 3.10
bbls., works.....100 lbs. 3.05 - 3.30
drms., works.....100 lbs. 3.35 - 3.60
500 to 2,500 lbs., works.... 100 lbs. 3.10 - 3.25
bbls., works.....100 lbs. 3.30 - 3.55
drms., works.....100 lbs. 3.60 - 3.85
pea, less than 500 lbs., bgs., works..100 lbs. 3.70 - 3.95
bbls., works.....100 lbs. 3.90 - 4.15
drms., works.....100 lbs. 4.20 - 4.45
Iodate, jars.....lb. 5.49 - —
Iodide, jars.....lb. 2.42 - —
bots. .....lb. 2.51 - 2.57
Mandelate, 10-lb. drms.....lb. 3.25 - —
Metanilate, bgs.....lb. .41 Nom.

Soda, metasilicate, anhyd., drms., c.l., works, frt. equald... 100 lbs. 4.00 - —
15 drms. and over, dlvd. N.Y..100 lbs. 4.10 - —
3-14 drms., same basis... 100 lbs. 5.05 - —
1-2 drms., same basis... 100 lbs. 5.30 - —
gran., bbls., c.l., works....lb. 2.50 - —
10 bbls. and over, dlvd. N.Y..lb. 3.30 - —
1-9 bbls., dlvd. N.Y.....lb. 3.55 - —
Molybdate, anhyd., kgs., works, lb. .47 - —
Monohydrated, bbls.....100 lbs. 2.60 - —
works .....100 lbs. 2.30 - —
Naphthionate, bbls.....lb. .50 - —
Nitrate, crude, dom., c.l., 100-lb. bgs., dlvd., f.o.b. cars, producing points or ports, rail or boat shipment .....ton.30.05 - —
200-lb. bgs., same basis, ton.29.35
bulk, same basis.....ton.27.00 - —
imp., c.l., 100-lb. bgs., f.o.b. cars, Atl., Gulf, Pac. warehouses, rail or boat shipment...ton.33.00 - —
200-lb. bgs., same basis, ton.32.40 - —
bulk, same basis....ton.30.00 - —
refd., gran., bbls., 10 tons, 100 lbs. 2.50 - —
1-9 tons.....100 lbs. 2.65 - —
smaller lots.....100 lbs. 2.90 - —
powd., bbls., 10 tons.100 lbs. 3.50 - —
1-9 tons.....100 lbs. 3.65 - —

Soda Ash—Soda Phos.

Soda, nitrite, 96-98%, dom., bbls., c.l., works, frt. equalized. lb. .06¾- —
c.l., West Coast, f.o.b. ports..lb. .08 - —
l.c.l. .....lb. .08¼- .11½
Soda nitrite l.c.l. prices range represents delivery at various points.
Orthosilicate, anhyd., drms., c.l., works, frt. equal'd....lb. 4.50 - —
15 drms. and over, same basis..lb. 5.45 - —
3-14 drms., same basis..lb. 5.60 - —
1- 2 drms., same basis..lb. 5.85 - —
flake, drms., c.l., works.. 100 lbs. 3.15 - —
10 bbls. and over, dlvd. N.Y.C..100 lbs. 4.30 - —
1-9 bbls., same basis..100 lbs. 4.55 - —
Oxalate, neut., bbls.....lb. .09½- —
kgs. .....lb. .44 - —
Perborate, NF, bbls., c.l., works, lb. .14¾- —
l.c.l., works.....lb. .15¼- —
Pentachlorphenate briquets, single bgs., works..lb. .26 - —
70 lbs., bgs., works.....lb. .19½- —
490 lbs., bgs., works.....lb. .17½- —
powd., 100 lbs., bgs., works, lb. .19 - —
500 lbs., bgs., works.....lb. .17 - —
Phosphate, dibasic, anhyd., bgs., c.l., works..100 lbs. 6.00 - 6.25
l.c.l., works.....100 lbs. 6.15 - 7.25
bbls., c.l., works...100 lbs. 6.20 - 6.45
l.c.l., works.....100 lbs. 6.70 - 7.45

A 30-second Statement About Alkalies That May Put You Years Ahead in an Important Phase of Operation

ALKALIES are not just something to be taken for granted—*not any more.*

There are new developments in the use of alkalies that have an important bearing on processing methods in your industry—that affect definitely your ability to keep ahead of competition.

Solvay is in the forefront of this new activity, offering a technical service recognized as outstanding in the field.

Solvay technologists have not only done much of the research, they are also applying these findings in textile plants throughout the country.

We would be glad to give you full details on these new alkali developments. No obligations involved. Write or wire the nearest Solvay office.

60th ANNIVERSARY 1881 • 1941

SOLVAY SALES CORPORATION

Alkalies and Chemical Products Manufactured by The Solvay Process Company

40 Rector Street • • • • New York, N. Y.

BRANCH SALES OFFICES:

Boston • Charlotte • Chicago • Cincinnati • Cleveland • Detroit
New Orleans • New York • Philadelphia • Pittsburgh • St. Louis • Syracuse
Plants Located At: Syracuse, N. Y. • Detroit, Mich. • Baton Rouge, La. • Hopewell, Va.

Soda Phosphate—Sulphur, Chl.

Soda phosphate, dibasic, cryst., tech., bgs., c.l., wks.	100 lbs.	2.55 - 2.70
l.c.l., works	100 lbs.	2.95 - 3.45
bbls., c.l., works	100 lbs.	2.75 - 2.90
l.c.l., works	100 lbs.	3.15 - 3.65
monobasic, anhyd., bgs., works	100 lbs.	7.25 - 8.25
l.c.l., works	100 lbs.	8.00 - 9.00
bbls., c.l., works	100 lbs.	7.45 - 8.45
l.c.l., works	100 lbs.	8.20 - 9.20
tribasic, bgs., c.l., works	lb.	2.70 - 2.85
l.c.l., works	100 lbs.	3.10 - 3.60
bbls., c.l., works	100 lbs.	2.90 - 3.05
l.c.l., works	100 lbs.	3.30 - 3.80
kegs, c.l., works	100 lbs.	3.40 - 3.55
l.c.l., works	100 lbs.	3.75 - 4.30
USP (dibasic), bbls., dms., works	lb.	.08 - .10
dried bbls., dms., works	lb.	.11½ - .16
Picranate, kgs	lb.	.65 - —
Prussiate, yellow, bbls., 10,000 lbs. or more	lb.	.11 - —
contracts	lb.	.10 - —
smaller lots	lb.	.11¼ - —
contracts	lb.	.10¼ - —
Pyrophosphate, anhyd., bgs., c.l., works, frt., equal'd 100 lbs.		5.10 - 6.10
5 tons and over same basis, 100 lbs.		5.35 - 6.25
less than 5 tons same basis, 100 lbs.		5.60 - 6.60
bbls., c.l., works, frt. equalized	100 lbs.	5.30 - 6.30
5 tons and over same basis, 100 lbs.		5.55 - 6.45
less than 5 tons same basis, 100 lbs.		5.80 - 6.80
Ricinoleate, tech., bbls	lb.	.12 - —
Sal., bgs., dlvd., N. Y.	100 lbs.	1.20 - —
works	100 lbs.	1.00 - —
bbls., dlvd., N. Y.	100 lbs.	1.30 - —
works	lb.	1.10 - 1.30
Salicylate, bxs	lb.	.52 - .55
Sesquicarbonate, bgs., c.l., works	100 lbs.	1.50 - —
bbls., c.l., works	100 lbs.	1.70 - —
bbls., l.c.l., Zone 1	100 lbs.	2.70 - —
2	100 lbs.	2.85 - —
3	100 lbs.	3.10 - —
4	100 lbs.	3.50 - —

Soda sesquicarbonate l.c.l. prices are on same basis as those for soda ash and caustic soda. The sales are also the same.

Sesquisilicate, dms., c.l., works, 100 lbs.		3.05 - —
10 bbls. or over, dlvd. N.Y.C., 100 lbs.		4.05 - —
1-9 bbls	100 lbs.	4.30 - —
Silicate, 40° turbid, dms., c.l., works	100 lbs.	.80 - —
l.c.l., 5 or more, works, 100 lbs.		1.05 - —
1 to 4, works	100 lbs.	1.20 - —
52°, dms., c.l., works	100 lbs.	1.40 - —
l.c.l., 5 or more, works, 100 lbs.		1.65 - —
1 to 4, works	100 lbs.	1.80 - —
Silicofluoride, dom., bbls	lb.	.12 - .15
Stannate, dms	lb.	.33½ - .36½
Stearate, lump, powd., bbls., works	lb.	.19 - .24
Sulphate, anhyd., bgs., bbls., c.l., works	100 lbs.	1.70 - 1.90
5 tons or over, works, 100 lbs.		1.95 - 2.15
less than 5 tons, works, 100 lbs.		2.20 - 2.40
cryst. (see Glauber's salt), N.V. VI, ex-siccated, pwd., bbls.	lb.	.07 -- .07½
U.S.P. cryst., gran., bbls.	lb.	.10 - .10½
Sulphide, cryst., bbls., c.l., works	100 lbs.	2.40 - --
l.c.l., 5 tons or over, dlvd. 100 lbs.		2.90 - —
less than 5 tons, dlvd. 100 lbs.		3.15 - —
solid, bbls., c.l., works, 100 lbs.		3.15 - —
l.c.l., 5 tons or over, dlvd., 100 lbs.		3.65 - —
less than 5 tons, dlvd. 100 lbs.		3.90 - —
Sulphite, cryst., bgs., 100 lbs., works	lb.	2.10 - 2.35
bbls.	100 lbs.	2.30 - 2.55
powd., bbls., c.l.	100 lbs.	5.25 - —
l.c.l., 5 or more	100 lbs.	5.50 - —
1 to 4	100 lbs.	6.00 - —
Sulphocarbolate, gran., bbls., dms.	lb.	.26 - .28
Sulphocyanide, C.P., dms	lb.	.55 - .65
Sulphohydrate, liquid, 38%, basis 100%, dms., c.l., f.o.b. works	lb.	.05½ - —
l.c.l., works	lb.	.06 - —
single dm., lots, works	lb.	.08 - —
tanks, works	lb.	.04½ - —
flake, 70-72%, dms., c.l., works,	lb.	.04½ - —
l.c.l., works	lb.	.05 - —
Sulphoricinolate, bbls	lb.	.12 - —
Thiosulphate (see Hyposulphite).		
Tungstate, CP, kgs	lb.	No prices
tech., kgs	lb.	No prices
Solvent, naphtha, dms., wks.	gal.	.31 - —
tanks, E. of Omaha, frt. alld.,	gal.	.26 - —
W. Coast, f.o.b. Minnequa, Colo.	gal.	.26 - —
high-flash, dms., works.	gal.	.31 - —
tanks, E. of Omaha, frt. alld.	gal.	.26 - —
Sorbitol, com'l, dms., c.l., works,	lb.	.14¾ - —
ton lots, contracts, works,	lb.	.15¼ - —
smaller lots, works	lb.	.15¾ - —
Soybean meals, 41%, bgs	ton.	47.70 Nom.
protein, bgs., c.l. (40,000 lbs.), works.	lb.	.16 - —
l.c.l., 20,000 lbs., works	lb.	.16¼ - —
100 lbs., works	lb.	.16½ - —
smaller lots, works	lb.	.20 - —
Sparteine sulphate, cns	oz.	3.65 - 3.95
Spearmint leaves, bls	lb.	.33 - .35
Spikenard root, bls	lb.	.16 - .17
Spruce extract, reg., bbls., c.l., works.	lb.	.01¾ - —
tanks, works	lb.	.01¼ - —
powd., super, bgs., c.l., works,	lb.	.04 - —
super, bbls., c.l., works	lb.	.02 - —
tanks, works	lb.	.01½ - —
Squawvine, leaves, bls	lb.	.14 - .15
Squill, red, powd	lb.	.50 - .60
White, bls	lb.	.21 - .23
powd., bbls., bxs	lb.	.35 - .40
St. Ignatius beans, bgs	lb.	.45 - .46
St. John's Bread, edible, bls.,	lb.	.15 - .20
inedible, bls	lb.	.09 - .10
Starch, corn, pearl, bgs., f.o.b. Chicago	100 lbs.	3.10 - —
dlvd., N. Y.	100 lbs.	3.45 - —
powd., bgs., f.o.b. Chicago,	100 lbs.	3.20 - —
dlvd., N. Y.	100 lbs.	3.55 - —
Potato, dom., bgs., c.l.	lb.	.0585- —
l.c.l.	lb.	.0710- —
Import, bgs	lb.	No prices
Starch, rice, bgs	lb.	.08½- .09½
Sweetpotato, bgs	lb.	.06 - Nom.
bbls.	lb.	.07 Nom.
Wheat, thick, boil, bgs	lb.	.05 - —
Starch, iodide, bots	lb.	1.87 - —
Staveacre, seed, bgs	lb.	.35 - .40
Stearin, oleo	lb.	.09¾ - .10
Stillingia root, bls	lb.	.07½ - .08
Stoneroot, bls	lb.	.07½ - .08
Storax, cs	lb.	2.00 Nom.
Stramonium leaves, bls	lb.	.32 - .33
Strontium bromide, cns	lb.	.52 - .55
Carbonate, NF, IV, 250-lb. bbls.	lb.	No prices
tech., 99-100%, precip., bbls., lb.		.25 Nom.
Chloride, tech., bbls	lb.	.20 - .22
Iodide, bots., 5 lbs	lb.	3.06 - —
jars, 25 lbs	lb.	3.00 - —
Nitrate, dom., bbls., c.l., works, lots	oz.	.60 - —
25 bbls. and over	lb.	.07¾ - —
1-24 bbls. and over	lb.	.08¼ - —
Strophanthus seed, Kombe, bgs	lb.	3.75 - 4.00
Strolyl, acetate, bots	lb.	3.10 - 3.25
Strychnine, cryst., cns., 100-oz. lots	oz.	.60 - —
Acetate, 25-oz. cns., 100-oz. lots	oz.	.79 - —
Arsenate, 25-oz. cns., 100-oz. lots	oz.	.82 - —
Arsenite, 25-oz cns., 100-oz. lots	oz.	.79 - —
Glycerophosphate, 25-oz. cns., 100-oz. lots	oz.	.80 - —
Strychnine, hydrochloride, 25-oz. cns., 100-oz. lots	oz.	.79 - —
Hypophosphite, 25-oz. cns., 100-oz lots	oz.	.91 - —
Nitrate, 25-oz. cns., 100-oz. lots	oz.	.73 - —
Phosphate, 25-oz. cns., 100-oz. lots	oz.	.80 - —
Sulphate, cryst., cns., 100-oz. lots	oz.	.50 - —
powd., cns., 100-oz. lots	oz.	.40 - —
Sucrose Octa-acetate, C.P. grade., bbls., l.c.l., works	lb.	.55 - —
denat., bbls., l.c.l., works	lb.	.45 - —
tech., bbls., l.c.l., works	lb.	.40 - —
Sugar coloring, bbls	gal.	.75 - 1.45
Milk, bbls., c.l.	lb.	.24 - —
l.c.l., 10 or over	lb.	.25 - —
less than 10	lb.	.26 - —
Sulfadiazine, tablets, bots., 50's,	ea.	4.86 - —
100's	ea.	8.45 - —
1,000's	ea.	72.00 - —
Sulfaguanidine, 3.5-gm. bot	doz.	3.50 - —
4-oz bots	ea.	8.10 - —
1-lb. bots	ea.	30.00 - —
Sulfanilamide, 5 lbs., bots	lb.	1.70 - —
fib. dms., 1,000 lbs., 1 delivery,	lb.	1.25 - —
100 lbs	lb.	1.30 - —
25-lb. lots	lb.	1.45 - —
Sulfapyridine, powd., for hospitals, 5-gram bots	ea.	.50 - —
Sulfathiazole, 5-gm., bot	ea.	.42 - —
Sesquicarbonate, 5-gm. bot	ea.	.42 - —
Sulphonethylmethane, kgs	lb.	6.75 - 6.80
Sulphonmethane, kgs	lb.	5.25 - —
Sulphur, crude, bulk, f.o.b. cars, mines, contracts	long ton.	16.00 - —
f.o.b. steamers, Gulf ports, contract	long ton.	17.50 - —
flowers, USP, bgs., c.l.	100 lbs.	3.05 - —
l.c.l.	100 lbs.	3.55 - —
bbls., c.l.	100 lbs.	3.40 - —
l.c.l.	100 lbs.	3.90 - —
flour, comm'l bgs., c.l.	100 lbs.	1.65 - —
l.c.l.	100 lbs.	2.15 - —
Refined, cast, bgs., c.l.	100 lbs.	2.20 - —
l.c.l.	100 lbs.	2.70 - —
heavy, USP, bgs., c.l.	100 lbs.	2.60 - —
l.c.l	100 lbs.	3.10 - —
bbls., c.l.	100 lbs.	2.95 - —
l.c.l.	100 lbs.	3.45 - —
light, USP, bgs., c.l.	100 lbs.	2.70 - —
l.c.l.	100 lbs.	3.20 - —
bbls., c.l.	100 lbs.	3.05 - —
l.c.l.	100 lbs.	3.55 - —
lump, bgs., c.l.	100 lbs.	2.20 - —
l.c.l.	100 lbs.	2.70 - —
bbls., c.l.	100 lbs.	2.55 - —
l.c.l.	100 lbs.	3.05 - —
roll, bgs., c.l.	100 lbs.	2.40 - —
l.c.l.	100 lbs.	2.90 - —
Rubbermakers, comm'l, 99½%, bxs., c.l., frt. alld.	100 lbs.	2.05 - —
refined, 100%, bgs., c.l., frt. alld.	100 lbs.	2.40 - —
Chloride, 55-gal. dms., c.l.	lb.	.03 - —
l.c.l., dms., works	lb.	.04 - —
10-gal. dms., c.l.	lb.	.07 - —
l.c.l.	lb.	.08 - —

INSIDE NEWS

OCTOBER, 1941 PUBLISHED BY NATIONAL CAN CORPORATION, NEW YORK, N. Y. VOL. 1 No. 1

MAKE ADVERTISING SERVE CAN USERS...POLICY OF NEW MANAGEMENT

The National Can Corporation believes that service to customers is more important than advertising space devoted to the usual type of advertising copy. Hence they welcomed an entirely new approach to can advertising—a "news service" for industries served by the National Can Corporation—as a real demonstration of National Can's vigorous spirit of service.

This is the first edition of this News Service. It will be followed regularly by others.

The plan is a simple one. From widely placed sources, facts will be gathered about new processes, new merchandise, new merchandising methods.

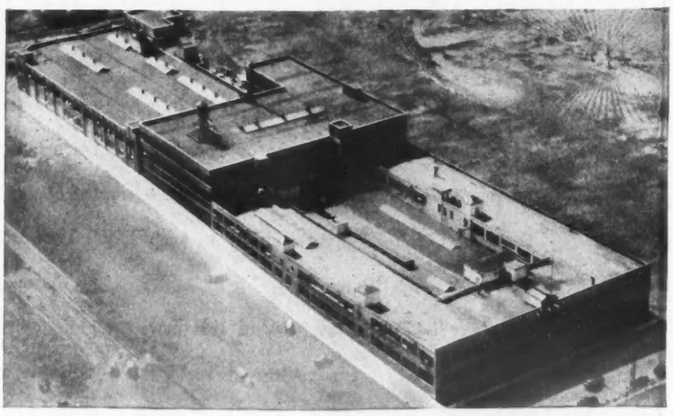
From these news items a selection will be made of the most interesting. Then these will be printed—to help you solve manufacturing or sales problems.

Items which are too interesting to omit, but which we have no space to discuss in detail will be quickly summarized under the caption *Technical Topics.*

National Can Corporation wants you to feel that this is your News Service. If you wish more information on any of these articles—write to National Can Corporation, 110 East 42nd Street, New York City, and you will receive any additional information available.

If you would like a reprint of this mailed to your office, simply request it.

But to make it your News Service, you should contribute, too. Possibly you have made some achievement of an unusual nature in manufacturing or merchandising. Send in the factual story and picture. We will publish it if we can. So Inside News makes its bow. It pioneers a new road—advertising that serves the reader. (1)



The New York plant of the National Can Corporation

AUTOMATIC SPRAYER PAINTS SHELLS

A fully automatic machine, recently developed, sprays the interior walls of 155 mm. shells at the rate of 500 an hour, it is reported. The shells are picked up by metal arms from a conveyor belt, carried along in horizontal position to a point in front of the automatic spray gun. A master switch then trips a trigger on the gun, which is fitted with an extension nozzle. A device with which the gun is synchronized rotates the shell to insure a uniform, smooth coating. As soon as the nozzle has withdrawn from the projectile, the shell moves along, making room for the next one. (2)

DOMESTIC TALC NOW REPLACING FOREIGN PRODUCTS

According to recent figures, the talc market during 1941 represented a business of some $20,000,000 at retail. The material which has been traditionally accepted by the world for its talc was the talc coming from Italy. Since this was no longer available, many cosmetic manufacturers felt for a time that their share of this market might be in danger. For talc bulks large and the problem of storage space alone is something to be considered in view of the fact that companies doing a good business need from 500 to 1,000 tons a year, with some large manufacturers needing even more. Hence it was not something which could conveniently be put away for a rainy day.

Fortunately, however, both the quality and quantity of domestic talc had been improved upon during recent years so that the change from the Italian product was made without any great difficulty. There are many who feel that certain of the American tales are today even better than those formerly received from Italy. In any case, American production is now about 250,000 tons a year of which about 10 percent is suitable for cosmetic use so that the talc market and the more than twice as large face powder market, which also requires talc as an ingredient will not suffer from a lack of this raw material—barring unforeseen difficulties in transportation. (3)

WAX FROM SUGARCANE

Sugarcane is seen as a potential source of some six or seven million pounds of wax in recent experimental work. The wax occurs as a thin coating on the surface of the cane. As the cane is crushed, most of the wax is washed off, and remains in suspension in the juice until taken out with the "mud" formed in clarification. This mud has until now been discarded, although it contains from 5 to 17 percent of wax on a dried basis. Selective solvency is employed in the process of removing the wax from the "mud". (4)

CANNED PHEASANT

It is now possible to find in the Pacific Coast markets a whole precooked frozen pheasant in a can, decorated with a white lettered overwrap with a picture of the royal bird in reverse. In all probability this newcomer to the table will soon be found in all sections of the country.

It is anticipated that a heavy supply will make its appearance early this fall. The reason for this lies in the fact that autumn is the season when pheasants are in their prime. One bird nested in its own juices and gelatin jelly will be packed in the can and thus the product will retain its wild flavor. (5)

Sulphur, dioxide, liquid, com'l, cyls., works	lb.	.07 - .09
multi-unit, cars, works	lb.	.04½- .07
tanks, works	lb.	.04 - .06
refrigeration, cyls., works	lb.	.16 - .40
multi-unit cars, works	lb.	.07½- .10
Iodide, bots., jars	lb.	3.90 - 4.05
Precipitated, USP, bbls	lb.	.17 - .22
Sumac, grd., Sicilian, f.a.s.	ton.	No prices
leaf, f.a.s.	ton.	No prices
extract, bbls., No. 1	lb.	.08 - —
No. 2	lb.	.07 - —
stainless, bbls		.09 - .11
Berries, bgs	lb.	.10 - .12
Sunflower seed, Calif., large, bgs.,	lb.	.06¾- .07¼
medium, bgs	lb.	.06 - .06½
poultry, Argentine	lb.	.05 - .05½
Superphosphate, run-of-pile, bulk, f.o.b. cars, boat, Balto.	ton.	9.50 - —
guaranteed 16%, bulk, same basis	ton.	10.00 - —
20%, bulk, same basis	ton.	12.00 - —
triple, bulk, f.o.b. works	ton.	No prices

T

Talc, dom., Calif., 1, c.l.	ton.	20.00 - —
2, c.l.	ton.	17.00 - —
N.Y., fibrous, 93-94%, 325 mesh, c.l.	ton.	14.00 -16.00
l.c.l.	ton.	16.00 -18.00
96-98%, 325 mesh, c.l.	ton.	15.00 -17.00
l.c.l.	ton.	17.00 -19.00
99-99½%, 325 mesh, c.l.	ton.	15.25 -17.25
l.c.l.	ton.	17.25 -19.25
Talc, dom., N. Y., fibrous, 99.85-99.95%, 325 mesh, c.l.	ton.	17.00 -19.00
coarse, off-color, c.l.	ton.	11.00 -13.00
Aluminum, flake type, grd. c.l.	ton.	21.00 - —
l.c.l	ton.	24.50 - —
Vermont, c.l.	ton.	14.00 - —
l.c.l.	ton.	15.00 - —
imp., Canadian	ton.	No prices
French	ton.	No prices
Italian	ton.	No prices
Talc, domestic, is quoted at the mills in bag packing.		
Tallow, extra, loose	lb.	.09 - —
special, loose	lb.	.08¾- —
sulphonated, 55% (24% fat), dms., c.l.	lb.	.05 - —
l.c.l.	lb.	.06 - —
50% (43% fat), dms., c.l.	lb.	.06¼- —
l.c.l.	lb.	.07¼- —
50% (43% fat), dms., c.l.	lb.	.07 - —
l.c.l.	lb.	.08 - —
Tamarind, No. 1, bbls	lb.	.01 - .07
kegs	lb.	6.00 - 8.00
Tankage, fertilizer, animal, dom., grd., 9% ammon., 10% b.p.l., bulk, basis N.Y.	unit-ton.	4.00 & .10
10-11% ammon., 15% b.p.l., bulk, basis Chi.	unit-ton.	3.75 & .10
feeding, unground, 9-11% ammon., 15-20% b.p.l., bulk, basis N.Y.	unit-ton.	5.00 & .10
high-grade, bulk, Chicago,	unit-ton.	5.50 & .10
import, S. Amer., 10-12% ammon., 15% b.p.l., bulk, c.i.f. ports	unit ton.	4.65 & .10
Tansy leaves, bls	lb.	.22 - .23
Tapioca flour, bgs	lb.	.04¾- .06¾
Tar acid oil, 15%, dms., c.l., works	gal.	.22 - .24
l.c.l., same basis	gal.	.24 - .26
25%, dms., c.l., works	gal.	.25 - .27½
l.c.l., same basis	gal.	.27 - .29½
Tar, pine, retort, dms., dlvd. E. cities	gal.	.29 - —
ports	gal.	.31 - —
tanks, dlvd. E. cities	gal.	.22 - —
Tarragon herb, bgs	lb.	1.50 Nom.
Tartar emetic, tech., nne gran. or powd., bbls., kgs., 5 or more	lb.	.47¾- —
less than 5	lb.	.48 - —
dms.	lb.	.48½- .51
USP, powd., bbls	lb.	.52¾- .53
Terpinyl acetate, dms., works	lb.	.80 - .85
Terpin hydrate, bbls., dms	lb.	.60 - .65
Terpineol, CP, cns	lb.	.30 - —
dms.	lb.	.27 - —
alpha, denat. grade, dms., c.l., wks., net wgt.	lb.	.17 - —
Terra alba (see Gypsum).		
Tetrachloroethane, dms., wks.	lb.	.08 - .08½
Tetrachloroethylene, CP, dms.	lb.	.21½- —
tech. (see Perchloroethylene).		
Tetralin, dms	lb.	.19 - —
Tetrasodium pyrophosphate (see soda pyrosphosphate).		
Thallium sulphate, 99% pure, bots., works.	lb.	5.00 - 7.00
Theobromine, 5-lb. cns	lb.	No prices
Sodiosalicylate, dms	lb.	No prices
Thiamine hydrochloride, bots., cns., gram		.65 - .90
Thiocarbanilide, dms	lb.	.24 - —

BY

NATIONAL CAN

OCTOBER, 1941 PUBLISHED BY NATIONAL CAN CORPORATION, NEW YORK, N. Y. VOL. 1 NO. 1

POWDERED DENTIFRICE CONTINUES IN POPULARITY

The largest single market in the cosmetic field is the one for dentifrices where a retail business of close to $80,000,000 was done last year. Although tooth paste continues to be the biggest seller, powdered dentifrice continues to be a good second, with the more recently introduced liquid form, third.

Although no specific figures are available concerning the consumption of tooth powder, most surveys agree that from 30 to 40 percent of those using dentifrices use powder, and, almost without exception, these powders are packaged in cans.

This emergence of the dentifrice as a large-scale user of cans has been a phenomena of the past ten years. It has been an interesting thing to watch and it has prompted much speculation as to the next cosmetic product to go to tin containers in a big way. (6)

NEW MILL GRINDS PAINT OR INK WITHOUT CONTAMINATION

A new mill has been developed by means of which inks and paints over a wide consistency range can be thoroughly ground without contamination. This new apparatus consists essentially of two truncated cones, one of which is fitted inside the other, together with a plunger feed mechanism which forces crudely mixed ink into the annular space between the conical sections, one of which is rotated with respect to the other. For example, the outer section of a ground-glass joint is fitted with a plunger at the small end, and ink forced by a rotating stopper. The stopper is appropriately slotted. The efficiency of this mill has been tested relative to that of a laboratory 4 x 8 inch three-roller mill as well as with hand milling. Advantages are: excellent dispersion, and freedom from metallic contamination, with whites and light colors. (7)

CANNED MEATS TO THE FORE

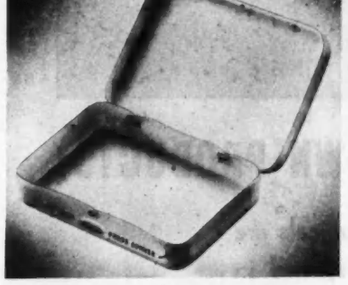
Watch canned meats! Huge purchases of canned meats and meat products this year have focussed public attention on these items. Of equal and perhaps greater significance is the rising tide of public acceptance of many new meat products and, of course, of many of the old familiar stand-bys. Few consumers are conscious of the great variety of canned meats now available. Packers believe there will be an increasing demand for these in the next year or two.

Canned spiced ham and similar pork products have become tremendously important in the last few years, aided by strong consumer advertising campaigns. Canned wieners are blazing a trail now. Corned beef, corned beef hash, dried beef, tongue, ham and various kinds of spreads are still the leaders, but there will be new ones coming along.

One fact-finding organization reports that consumption of canned meat in 12-ounce tins last year was 66 percent higher than the preceding year. (8)

PACKAGING THAT PROMOTES PRODUCT LEADERSHIP

This EZY-OPENING Tablet Box features the NATIONAL CAN principle of front opening which assures consumer acceptance because of its convenience and definitely practical non-spill advantages. Write for sample. (9)



PACKAGING IMPORTANT AS HEALTH PROTECTION

Sixty percent of the public considers protection from dirt, dust and germs as the most important function of packaging, a nation-wide survey recently revealed. Second most important quality is ability to maintain the product's efficiency.

Consumers considered other packaging qualities as ranking in the following order: convenience in use, appearance, prevention against substitutes, and prevention against breakage.

The survey covered products in the food, candy, pharmaceutical and allied fields. There was some variation in the order of importance of the functions as they concerned specific products, but the order generally held.

There was roughly a five-point difference between the various qualities selected, with only 30 percent of the public considering prevention against breakage of prime importance, the survey showed. (10)

TECHNICAL TOPICS

GLYCERIN is being manufactured from molasses in South Africa. With a new process, molasses is fermented by means of a special yeast under alkaline conditions, the resulting wash being concentrated in multiple effect evaporators and the glycerin solvent extracted from the concentrate in specially constructed apparatus. (11)

CAUSTIC SODA TREATMENT of straw silage is being encouraged in Britain. The treatment with caustic soda turns all straw, whether wheat, barley, or oat, into a starchy food which is much nearer a concentrate and will replace sugar beet pulp and roots. (12)

EDIBLE OLIVE OIL of excellent quality is now being produced in California on a commercial scale. The industry has been expanding steadily in recent years, and the extremely high prices prevailing during the current season as a result of the war in Europe and the cutting off of importations has brought about a marked improvement in the quality of the domestic oil. (13)

STEARIC ACID when used in red lead paints is said to induce non-settling properties. The acid is used in the proportion of ½ to 1 percent by weight according to the quantity of red lead present. It is dissolved in the warm oil used for grinding the red lead. (14)

VERMICULITE used in concrete to replace sand produces a material which can be sawed, sliced, punctured, and nailed, according to tests recently conducted in North Carolina. By use of vermiculite it is stated that the concrete forfeits no strength but gains workability. The new product is said to have high sound and heat insulation values. (15)

YELLOW CUPROUS OXIDE is obtainable as a dry, stable material by a new electrolytic manufacturing process. Fungicidal tests of the yellow oxide made by the new process have shown a remarkable increase in effectiveness without a corresponding increase in phytocidal activity, it is stated. It is also said to make possible more effective antifouling paints, and to be useful as an agent for controlling wild growth in swimming pools and ponds. (16)

ANY PIGMENT can be manufactured in the form of flakes it is claimed for a process described in a new British patent. It is also said that leafing properties may be conferred on the pigment flakes at will by a suitable modification of their surface. (17)

DURING THE NEXT TWELVE MONTHS, $1,192,000 will be spent in and around fifty-three major military areas for mosquito control. This work will be done by 87 sanitary engineers, all mosquito eradication experts, and with civilian labor. The expenditure for the control of mosquito and other insects in Army camps and Government buildings is expected to reach very considerable expenditures and require large quantities of insecticides. (18)

AT PRESENT sales rates it is indicated from figures of the Association of American Soap & Glycerine Producers that the American soap industry will market in the neighborhood of four billion pounds of soap this year,—an all-time high. (19)

A NEW AND REPORTEDLY powerful insecticidal raw material has been developed from the leaves of the castor bean plant. It is reported to have been tried out on a large scale in Florida, proving so effective that fewer sprayings were found necessary than with other insecticides. (20)

Sulphur Dioxide—Trisoda Phos.

Thio Urea, C.P., dms	lb.	.55 - .65
Thorium, nitrate, cs, works	lb.	2.00 - —
Thyme, French, bls	lb.	.76 - .78
Spanish, bls	lb.	.20 - .21
Thymol, cns., 25 lbs	lb.	2.35 - —
Iodide, kgs., 50 lbs	lb.	3.40 - —
25 lbs	lb.	3.50 - —
Timbo root (see Cube root).		
Tin chloride (cus), anhyd	lb.	.48 - .48½
Crystals, bbls., bgs	lb.	.39 - .39½
Metal,[3,4] Straits	lb.	.52 - —
Oxide, bbls	lb.	No prices
Tetrachloride, anhyd., bbls.	lb.	No price
Titanium, dioxide, bgs., c.l., (20 tons)	lb.	.14½- —
l.c.l., 5 tons, single delivery	lb.	.14¾- —
1,000-9,999 lbs	lb.	.15 - —
50-999 lbs	lb.	.15¼- —
bbls., c.l. (20 tons)	lb.	.14¾- —
l.c.l., 5 tons, single delivery	lb.	.15 - —
1,000-9,999 lbs	lb.	.15½- —
50-999 lbs	lb.	.15¼- —
non-chalking, bgs., c.l. (20 tons)	lb.	.16½- —
l.c.l., 5 tons, single delivery	lb.	.16¾- —
1,000-9,999 lbs	lb.	.17 - —
50-999 lbs	lb.	.17¼- —
bbls., c.l. (20 tons)	lb.	.16¾- —
l.c.l., 5 tons, single delivery	lb.	.17 - —
1,000-9,999 lbs	lb.	.17¼- —
50-999 lbs	lb.	.17¼- —
chalk-resistant, bgs., c.l. (20 tons)	lb.	.15 - —
l.c.l., 5 tons, single delivery	lb.	.15¼- —
1,000-9,999 lbs	lb.	.15¼- —
50-999 lbs	lb.	.15¾- —
bbls., c.l. (20 tons)	lb.	.15¼- —
l.c.l., 5 tons, single delivery	lb.	.16 - —
1,000-9,999 lbs	lb.	.15¾- —
50-999 lbs	lb.	.16 - —
barium or magnesium base, bgs., c.l. (20 tons)	lb.	.06¾- —
l.c.l.	lb.	.06 - —
bbls., c.l. (20 tons)	lb.	.06 - —
l.c.l.	lb.	.06¼- —
calcium base, bgs., c.l. (20 tons)	lb.	.05½- —
l.c.l.	lb.	.05¾- —
bbls., c.l. (20 tons)	cs.	.05¾- —
l.c.l.	lb.	.06 - —
calcium-rutile base, bgs., c.l. (20 tons)	lb.	.05½- —
l.c.l.	lb.	.05¾- —
bbls., c.l. (20 tons)	lb.	.05¾- —
l.c.l.	lb.	.06 - —

Carload prices are f.o.b. factories with actual freight paid. Less than carload prices are f.o.b. factories or ex warehouse with actual freight or trucking paid, except on the Pacific Coast, where they are f.o.b. warehouse. Pacific Coast prices are ¼c. per lb. higher than the above.

Toluidin base, distilled, kgs.	lb.	.96 - —
Tolu, balsam, cns	lb.	.85 - .95
Toluidin, mixed, dms	lb.	.26 - —
Toluol[2], (toluene), 2° indus., dms., returnable	gal.	.32 - —
tanks, E. of Omaha, frt. alld.	gal.	.27 - —
W. Coast, f.o.b. Minnequa, Colo.	gal.	.27 - —
1° nitration, dms., returnable	gal.	.33½- —
tanks, E. of Omaha, frt. alld.	gal.	.28½- —
W. Coast, f.o.b. Minnequa, Col.	gal.	.28½- —
Tonga vine, F, bls	lb.	.65 - .70
root, bls	lb.	.65 - .70
Tonka beans, Angostura, cks.	lb.	2.40 - 2.50
Brazilian, Surinam, cs	lb.	.70 - .85
Triacetin, dms	lb.	.26 - —
Trimyl borate, dms., l.c.l., works	lb.	.27 - —
Triamylamine, l.c.l., works	lb.	.90 - —
Tributylamine, l.c.l., dms., works	lb.	.70 - —
Tributyl citrate, ton lots, 475-lb. dms.	lb.	.24 - —
smaller lots	lb.	.32 - —
Phosphate, dms., l.c.l., dlvd.	lb.	.47 - —
cns., works	lb.	.51 - —
Trichlorobensene, dms., c.l., frt. alld.	lb.	.08 - —
l.c.l., same basis	lb.	.08½- —
tanks	lb.	.07½- —
Trichlorethylene, dms., c.l., works., frt. alld., Zone 1.	lb.	.08 - —
l.c.l., same basis	lb.	.08½- —
Zone 2, dms., c.l., works, frt. alld.	lb.	.08½- —
l.c.l., same basis	lb.	.09 - —
Zone 3, c.l., works, frt. alld.	lb.	.09 - —
l.c.l., same basis	lb.	.09½- —
Zone 4, dms., c.l., f.o.b. stock points.	lb.	.09 - —
l.c.l., same basis	lb.	.09½- —

All prices on trichlorethylene are frt. alld. with the exception of Zone 4, in which case the prices indicated are based on f.o.b. L. A., Cal.; S. F., Cal.; Portland, Ore., and Seattle, Wash. Zone 1 includes the following States:—Conn., Me., N. Y., Va., Ky., Mo., N. J., Vt., W. Va., Mo., Tenn., Ind., Ia., Pa., R. I., Ill., Mich., Minn., Wis., Del., Mass., N. C., O., Omaha, Neb.; Kansas City, Kansas. Zone 2 includes Ala., Kan., except Kansas City, N. D., Ga., Neb., except Omaha; S. D., Miss., Ark., S. C., La., Okla. and Fla. Zone 3 includes Colo., N. M., Wyo, Texas and Eastern Montana. Zone 4 includes Arizona, Western Montana, Idaho, Ore., Nev., Wash., Utah and Cal.

Triecresyl, phosphate,[2] CP, cns., dlvd.	lb.	.04½- .51½
dms., c.l., dlvd	lb.	.37½- —
Tech., dms	lb.	.25 - —
500 lbs., dms	lb.	.25½- —
Triethanolamine, dms., c.l., works	lb.	.19 - —
l.c.l., works	lb.	.20 - —
tanks, works	lb.	.18 - —
Triethylamine, dms., l.c.l., works	lb.	1.05 - —
Triethyl citrate, ton lots, 500-lb. dms.	lb.	.24 - —
smaller lots	lb.	.32 - —
Triethyl phosphate, dms., dlvd.	lb.	.45 - —
Triethyleneglycol, dms., c.l., works	lb.	.26 - —
Trimethyl phosphate, cns	lb.	.54 - .56
dms., dlvd	lb.	.50 - —
Trimethylamine, dms., c.l., dlvd.	lb.	.85 - —
l.c.l., dlvd	lb.	.90 - —
Triphenyl phosphate[2], dms	lb.	.88 - —
Tripoli, air-floated, bgs., c.l., works	ton.	26.00 - —
double grd., bgs., c.l., works	ton.	16.00 - —
once-grd., bgs., c.l., works	t.on.	14.50 - —

Trisodium phosphate (see Soda phosphate, tribasic).

Tungsten Metal—Xylidin

Tungsten metal powd.,[2,3] 96%, dms., works..lb. No prices
Oxide, CP, kgs.....lb. No prices
Chem. grade, kgs.....lb. No prices
Turmeric root, Alleppey, bgs..lb. .08¾- .09¼
Madras, bgs.....lb. .07½- .08
Turpentine, spirits, gum, bbls., c.l., ex dock..gal. .83 - —
l.c.l., 10 ex dock.....gal. .85 - —
5 ex dock.....lb. .87 - —
wood, dest., dist., dms., dlvd. E. ports..gal. .62 - .65
tanks, dlvd., E. cities...gal. .53 - —
steam-dist., dms., c.l., dlvd.gal. .76 - —
l.c.l., dlvd.....gal. .79 - —
tanks, dlvd.....gal. .71 - —

U

Unicorn root, false (see Helonias root). True (see Aletris root).
Uranium oxide, black, bgs....lb. 2.55 - —
yellow, kgs.....lb. 1.65 - —
Urea, dom., 46% N., bgs., 20 tons, f.o.b. Belle, W. Va., Metropolitan New York, Phila., Wilmington, Del., Baltimore, Wilmington, N. C., Charleston, Savannah, Jacksonville....ton.80.00 - —
l.c.l., f.o.b. Belle, W. Va., ton.82.50 - —
5-19 tons, f.o.b. Boston, New York, Philadelphia, Wilmington, Del., Baltimore..ton.85.00 - —
Urea, dom., 46% N., bgs., less than 5 tons, f.o.b. New York, Phila..ton.90.00 - —
import, 40% N., bgs., 5 tons, f.o.b. Atl., Gulf ports or Belle, W. Va., ship..ton. No prices
smaller lots, f.o.b. N. Y. whse..ton. No prices
pure, cs.....lb. .12 - —
Urea fertilizer compound, basis 42% N., bulk, c.l., f.o.b. Belle, W. Va., or Atl., Gulf ports..ton.57.40 - —
Urea-ammonia liquor, basis, 45% N., tanks, f.o.b. Belle, W. Va., or Atl., Gulf ports. ton.121.58 - —
37% N. (insoluble), f.o.b. Belle, W. Va., or Atl., Gulf ports. ton.127.00 - —
Uva ursi leaves, bls.....lb. .18 - .20

V

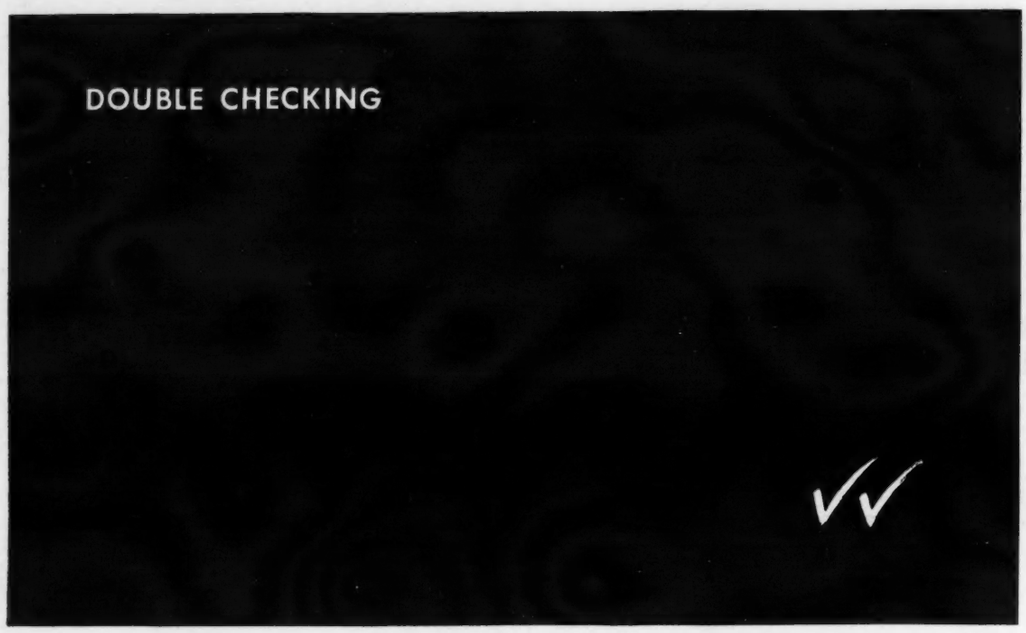
Valerian root, Belgian, bls....lb. .95 - 1.00
Eastern, bls.....lb. .60 - .65
Valonia, beards, bgs., f.a.s...ton. No prices
cups, bgs., f.a.s.....ton. No prices
Vanadium pentoxide, C.P., bgs., cns., works..lb. 7.00 - —
tech., dms., works.....lb. 1.10 - —
Vanilla beans, Bourbon, tins..lb. No prices
Mexican, tins.....lb.15.00 Nom.
cuts, tins.....lb.14.00 Nom.
South American, tins.....lb. No prices
Tahiti, tins.....lb. 5.50 - 6.00
Oleoresin, bots.....lb. No prices
Vanillin, ex eugenol, 25-lb. tins, lb. 2.60 - —
5-lb. tins.....lb. 2.65 - —
1-lb. tins.....lb. 2.75 - —
ex guaiacol, 25-lb. tins.....lb. 2.15 - —
5-lb. tins.....lb. 2.20 - —
1-lb. tins.....lb. 2.30 - —
ex lignin, any quantity, 25-lb. tins..lb. 2.35 - —
5-lb. tins.....lb. 2.40 - —
1-lb. tins.....lb. 2.55 - —
Venice turpentine, true, cs....lb. 1.75 - 2.00
Verdigris, bbls., kgs.....lb. .22 - .23
Vinyl acetate, cns., works.....lb. .25 - —
dms., c.l., 30,000 lbs. gross, works..lb. .14 - —
l.c.l., works.....lb. .15 - —
5 gals, dms., works.....lb. .25 - —
Violet, methyl, toner (see M).
V.M.P. naphtha (see petroleum naphtha, v.m.p.).

W

Wahoo bark, bls.....lb. .40 - .41
tree.....lb. .19 - .22
Wattle bark, bgs., f.a.s.....ton.41.00 -43.00
Extract, solid, bgs.....lb. .0460-.04475
liquid, tanks.....lb. .75 - —
bbls.....lb. .95½- —
Wax, amorphous, group 3, at refineries: 160-165, amber. lb. .15¼- —
160-165, black.....lb. .14 - —
160-165, white.....lb. .26 - —
180-185, amber.....lb. .17¼- —
180-185, black.....lb. .16 - —
180-185, white.....lb. .30 - —
Wax, bayberry, bgs.....lb. .18 - .20
Bees, white, bleach, slabs, cs., lb. .56 - —
cake, cs.....lb. .57 - —
discs, cs.....lb. .58 - —
yellow, crude, Africa, 10-bg. lot..lb. No stocks
1 bg.....lb. No stocks
Brazil, bgs.....lb. No stocks
refd., slabs, cs., lbs.....lb. .51 - .52
Candelilla, bgs., 1 ton.....lb. .32 - .33
jobbing lots.....lb. .33 - .34
Carnauba, No. 3, chalky bgs., 1 ton..lb. .74 - .75
5 bgs.....lb. .74½- .75½
1 bg.....lb. .75 - .76
N. C., 3, bgs., 1 ton.....lb. .76½- .77½
5 bgs.....lb. .77 - .78
1 bg.....lb. .77½- .78
refined, bgs.....lb. .81 - .82
yellow, No. 1, bgs., ton....lb. .84 - .85
5 bgs.....lb. .84½- .85½
1 bg.....lb. .85 - .86
No. 2, bgs.....lb. .82 - .83
Ceresin, dom., 138° 140° m.p., bgs., 1 ton..lb. .12½- .13
jobbing lots.....lb. .13½- .14
150°-160° m.p., bgs., 1 ton..lb. .14½- .15
jobbing lots.....lb. .15½- .16
160° m.p., bgs., 1 ton.....lb. .15½- .16
jobbing lots.....lb. .16½- .17
Japan, cs.....lb. .30 - .31
Montan, bgs., c.l.....lb No prices
5 tons.....lb No prices
less than 1 ton.....lb No prices
Ouricury, refined, bgs.....lb. .58 - .59
Ozokerite, hard, green, congeal. p. 66°-68° C., bgs..lb. No prices
70°-72° C., bgs.....lb. No prices
74°-76° C., bgs.....lb. No prices
snow-white, pure, 76°-78° C., bgs..lb. No prices
yellow, natural, 76°-78° C., ogs..lb. No prices
Paraffin (see P).
Spermaceti, blocks, cs.....lb. .24 - .25
cakes, cs.....lb. .25 - .26
White lead (see Lead, white).
White pine bark, rossed, bls..lb. .07 - .08
White precipitate, powd., dms., 50 lbs. or more..lb. 2.84 - —
Whiting, chalk, com'l, dry-grd., blp. bgs., c.l., works.ton.18.00 -20.00
l.c.l., works.....ton.18.00 -22.00
bbls., c.l., works.....ton.19.00 -24.00
l.c.l., works.....ton.21.00 -26.00
pap. bgs., c.l., works..ton.15.00 -18.00
l.c.l., works.....ton.17.00 -20.00
wet-grnd., blp. bgs., c.l., works..ton.18.50 -22.50
l.c.l., works.....ton.19.00 -23.00
bbls., c.l., works.....ton.21.00 -25.00
gilders, bolted, blp. bgs., c.l., works..ton.18.00 - —
l.c.l., works.....ton.19.00 - —
bbls., c.l., works.....ton.20.00 -21.00
l.c.l., works.....ton.21.00 -22.00
pap. bgs., c.l., works.ton.17.00 -18.50
l.c.l., works.....ton.18.00 -19.00
extra bolted, blp., bgs., c.l., works..ton.20.00 - —
l.c.l., works.....ton.21.00 - —
bbls., c.l., works.....ton.22.00 -23.00
l.c.l., works.....ton.23.00 -24.00
pap. bgs., c.l., works..ton.19.00 -20.50
l.c.l., works.....ton.20.00 -21.00
Paris white, blp. bgs., c.l., works, ton.19.00 - —
l.c.l., works.....ton.20.00 - —
bbls., c.l., works.....ton.22.50 -27.50
l.c.l., works.....ton.22.00 -28.00
pap. bgs., c.l., works..ton.19.60 -26.10
l.c.l., works.....ton.20.00 -26.50
Limestone, air-floated, 99.75%, 250 mesh, paper bgs., c.l., ton.10.10 - —
200 mesh, paper bgs., c.l., same basis..ton. 9.35 - —
90%, 200 mesh, paper bgs., c.l., same basis..ton. 7.00 - —
gilders, bgs. (extra), c.l., works..ton.11.50 - —
l.c.l., 8-20 tons, works..ton.12.50 - —
4-8 tons, works.....ton.13.50 - —
2-4 tons, works.....ton.14.50 - —
bolted, extra, bgs., c.l., works..ton.12.50 - —
l.c.l., 8-20 tons, works.ton.13.50 - —
4-8 tons, works.....ton.14.50 - —
2-4 tons, works.....ton.15.50 - —
works..ton.11.00 - —
8-20 tons, works.....ton.12.50 - —
4-8 tons, works.....ton.13.00 - —
2-4 tons, works.....ton.14.00 - —
putty grade, bgs. (extra), c.l., water-floated, bgs. (extra), c.l., works..ton.11.50 - —
l.c.l., 8-20 tons, works.ton.12.50 - —
4-8 tons, works.....ton.13.50 - —
2-4 tons, works.....ton.14.50 - —
precipitated, bgs., c.l., works, ton.15.00 - —
l.c.l., 5 tons, works...ton.20.00 - —
smaller lots, works..ton.25.00 - —
Wild cherry bark, thick, natural, bls..lb. .07 - .08
rossed, bls.....lb. .05 - .06
thin, natural, bls.....lb. .07 - .08
rossed, green, bls.....lb. .10 - .11
Wild indigo root, bls.....lb. .13 - .14
Witch-hazel extract, dist., NF, tax extra, bbls..gal. .44 - .45
leaves, bls.....lb. .07 - .09
Witherite (see Barium carbonate, natural).
Woodflour, dom., 60 mesh, bgs., c.l., f.o.b. N.Y..ton.24.00 -25.00
80 mesh, same basis.....ton.26.00 -28.00
100 mesh, same basis.....ton.30.00 -32.00
import, 70 mesh, bgs., ex dock..ton. No prices
80 mesh, bgs., ex dock..ton. No prices
100 mesh, bgs., ex dock..ton. No prices
120 mesh, bgs., ex dock..ton. No prices
Wormseed, American, bgs....lb. .07 - .08
Levant, bgs.....lb. No prices
Wormwood, bls.....lb. .48 - .50

X

Xylol (xylene), indus., dms., returnable, works..gal. .31 - —
tanks, E. of Omaha, frt. alld., gal. .26 - —
tanks, W. of Coast, f.o.b. Minnequa, Colo..gal. .26 - —
10°, dms., returnable, works, gal. .34 - —
tanks, E. of Omaha, frt. alld., gal. .29 - —
5° dms., returnable, works..gal. .41 - —
tanks, E. of Omaha, frt. alld., gal. .39 - —
2°, dms., returnable, works.gal. .48 - —
tanks, E. of Omaha, frt. alld., gal. .46 - —
Xylidin, mixed, dms.....lb. .35 - .36



CHECKED AS CAREFULLY AS YOUR OWN PRODUCTS:

The purity and uniformity of HOOKER Chemicals are guarded by constant checking in the laboratory and in the plant. Rely on HOOKER quality, regardless of the quantities you use.

HOOKER
CHEMICALS

HOOKER Chemicals, all distinguished by exceptionally high standards of purity and uniformity, include a broad line of organic intermediates and solvents, heavy chemicals and metal chlorides. In the latter two groups are the following:

Caustic Soda
Liquid Chlorine
Bleaching Powder
Muriatic Acid
Ferric Chloride Solution
Sulfur Dichloride
Sulfur Monochloride
Aluminum Chloride, Anhydrous
Antimony Trichloride, Anhydrous
Arsenic Trichloride, Anhydrous

HOOKER ELECTROCHEMICAL COMPANY
NIAGARA FALLS, NEW YORK
NEW YORK CITY • TACOMA, WASHINGTON

HOOKER ELECTROCHEMICAL CO

501-B

Y

Yara yara, cryst., cns.....lb. 1.80 - 1.85
Yellow, arsenic sulphide, dom., bbls., f.o.b. New York..lb. .52 - .55
bottles, same basis.....lb. .60 - .64
imp., bbls., same basis.....lb. .18 Nom.
Cadmium, CP, import, bxs. lb. 1.35 - 1.40
lithopone, all shades, bbls., 1 ton, works, frt. alld..lb. .50 - —
smaller lots, same basis.lb. .55 - —
kgs., ton lots, same basis. lb. .55 - —
smaller lots, same basis, lb. .60 - —
Sulphide, orange, cases, works, lb. 1.10 Nom.
Chrome, CP, bbls., dlvd. No. of Tenn. and N. C., E. of Miss. R., including Davenport, Minneapolis, Rock Island, St. Louis, St. Paul, contracts..lb. .16 - —
Chrome yellow CP prices are ¼c. higher, dlvd. Ala., Fla., Ga., La. (Shreveport, 1¼c.), Miss., N. C., S. C., Tenn., Tex., (Dallas, 1¼c.; Ft. Worth, 1¼c.; El Paso, 2c.). Cedar Rapids, Des Moines, Kansas City, Lincoln, Omaha, St. Joseph; 1c. higher dlvd. Pac. coast; for Denver, Pueblo, Salt Lake City, Wichita, prices are equalized with Chicago.
Dutch, pink, bbls.....lb. .09 - .11
Hansa, bbls., same basis chrome..lb. 1.37 - —
primrose shade, bbls., same basis chrome. lb. 1.75 - —
Mercury oxide, tech., bbls., 1,000 lbs..lb. 2.87 - —
smaller lots.....lb. 2.89 - —
Ocher, Amer., golden bbls., works..lb. .04½- .06¼
yellow, bbls., works....lb. .02 - .02¼
French type, bbls., c.l....lb. .0345- —
l.c.l. .....lb. .0365- —
French, all shades, cks., c.l., ex dock, Balto., Boston, N. Orleans for import..lb. .02475 Nom.
New York (f.o.b.)..lb. .02¾ Nom.
Philadelphia, for import..lb. .02¾ Nom.
San Pedro, San Francisco..lb. .0290 Nom.
French, all shades, cks., l.c.l., ex dock, Balto, Boston, N. Orleans..lb. .02575 Nom.
New York.....lb. .02¾ Nom.
Phila., for import...lb. .02¾ Nom.
Portland, Seattle....lb. .03½ Nom.
San Pedro, S. Francisco..lb. .03 Nom
ex whse., Balto., Boston, N. Orleans..lb. .02725 Nom.
Indianapolis, Kansas City, Milwaukee, St. Louis..lb. .03¾ Nom.
ex whse., New York, lb. .03 Nom.
Pittsburgh .....lb. .03¼ Nom.
Portland, Seattle....lb. .03¾ Nom.
San Pedro, San Francisco..lb. .03¼ Nom.
f.o.b. N.Y., from dock, lb. .02½ Nom.
from whse.....lb. .03½ Nom.
Oxide, nat., bbls., c.l., f.o.b. Bethlehem, Easton, N.Y..lb. .04½- —
l.c.l., same basis.....lb. .05 - —
synth., bbls., c.l., works...lb. .06¾- —
l.c.l., same basis.....lb. .07 - —
Persian orange (see O).
Zinc, bbls., same basis, chrome CP, contracts..lb. .17½- —
open order.....lb. .17½- —
Navy specifications type, contracts..lb. .17½- —
open order.....lb. .17½- —
Yellow dock root, dom., bls....lb. .15 - .20
Yellow root (xanthoriza), bls..lb. .11 - .13
Yerba santa leaves, bls.....lb. .09 - —
Yohimbine hydrochloride, vis..oz. 3.00 - 4.25

Z

Zein, bgs., 1,000 lbs. or more, works..lb. .20 - —
less than 1,000 lbs., works..lb. .25 - —
Zinc acetate, tech., bbls., dlvd.lb. .15 - .16
USP, bbls., 250 lbs.....lb. .27 - —
kgs., 100 lbs.....lb. .29 - —
Arsenite, bgs., c.l., dealers, E. of Rockies..lb. .12 - —
l.c.l., bgs.....lb. .12½- —
Zinc arsenite prices are on a frt. alld. basis to dest., in lots of 96 lbs. or over.
Carbonate, tech., bbls.....lb. .14 - .20
USP, precip., powd., bbls..lb. .32½- —
25-lb. dms.....lb. .37½- —
kgs. .....lb. .34½- —
Chloride, tech., fused, dms., c.l., works..100 lbs. 5.00 - —
l.c.l., works.....100 lbs. 5.35 - —
gran, dms., c.l., works. 100 lbs. 5.75 - —
l.c.l., dms., works..100 lbs. 6.50 - —
USP, 100-lb. dms.....lb. .30 - .31
25-lb. jars.....lb. .36 - —
solut., 50%, dms., c.l., works. lb. .0315- —
l.c.l., works.....lb. .04¼- .04½
tanks, works.....lb. .0250- —
Cyanide, kgs., works.....lb. .33 - .37
Dust, bbls., c.l., dlvd.....lb. .09½- —
l.c.l., bbls., dlvd.....lb. .09¾- —
Iodide, N. F., bots.....lb. 4.54 - —
jars .....lb. 4.40 - —
Fluoride, bbls.....lb. .20 - .25
Metal (see daily quotations in Market report.)
Oxide, pigment, dom., Amer. process, coml., lead free, bgs., c.l., dlvd..lb. .06½- —
l.c.l., dlvd.....lb. .06¾- —
bbls., c.l., dlvd....lb. .06¾- —
l.c.l., dlvd.....lb. .07 - —
leaded, 5%, bgs., c.l., dlvd..lb. .06¾- —
l.c.l., dlvd.....lb. .06¾- —
bbls., c.l., dlvd...lb. .06¾- —
l.c.l., dlvd.....lb. .06¾- —
35%, bgs., c.l., dlvd.....lb. .06 - —
l.c.l., dlvd.....lb. .06¼- —
bbls., c.l., dlvd...lb. .06¼- —
l.c.l., dlvd.....lb. .06½- —
50%, bgs., c.l., dlvd.....lb. .06 - —
l.c.l., dlvd.....lb. .06½- —
bbls., c.l., dlvd...lb. .06¼- —
l.c.l., dlvd.....lb. .06½- —
French process, com'l., lead free, bgs., c.l., dlvd..lb. .06¼- —
l.c.l., dlvd..lb. .06¾- —
bbls., c.l., dlvd..lb. .06¾- —
l.c.l., dlvd..lb. .07 - —
green seal, bgs., c.l., dlvd. lb. .06¼- —
l.c.l., dlvd.....lb. .06¼- —
bbls., c.l., dlvd..lb. .06¼- —
l.c.l., dlvd.....lb. .06¾- —
Zinc oxide, pigment, dom., French process, red seal, bgs., c.l., dlvd..lb. .07¾- —
l.c.l., dlvd.....lb. .08 - —
bbls., c.l., dlvd.....lb. .08 - —
l.c.l., dlvd.....lb. .08¼- —
white seal, bgs., c.l., dlvd lb .08¾- —
l.c.l., dlvd.....lb. .09 - —
bbls., c.l., dlvd..lb. .09 - —
l.c.l., dlvd.....lb. .09¼- —
imported, gold seal, cks., ex whse..lb. No prices
green seal, bbls., ex whse. lb. No prices
white seal, cks., ex whse..lb. No prices
USP, l.c.l., 50-lb. ctns., 50-lb. dms..lb. .10 Nom.

Lead-free and 5% and 35% leaded zinc oxide in car lots are ½c. per lb. higher delivered Pac. Cst., and in less car lots are ¼c. per lb. higher ex whse. Pac Cst.; 50% leaded is 5.6c. per lb. higher for car lots delivered Pac. Cst.

Palmitate, bbls.....lb. .24½- .27½
Resinate, fused, pale, bbls...lb. .10 - —
precip., dms., dlvd.....lb. .15 - —
Stearate, tech., precip., bbls., ctns., one ton..lb. .27 - —
smaller lots.....lb. .28 - —
USP, bbls.....lb. .25 - .27
Sulphate, cryst., bgs., c.l., 100 lbs. 3.40 - —
l.c.l. .....100 lbs. 4.15 - —
bbls., c.l.....100 lbs. 3.65 - —
l.c.l. .....100 lbs. 4.40 - —
flake, bgs., c.l.....100 lbs. 3.80 - —
l.c.l. .....100 lbs. 4.55 - —
bbls., c.l.....100 lbs. 4.05 - —
l.c.l. .....100 lbs. 4.50 - —
Zinc, sulphate, powd., bgs., c.l. 100 lbs. 5.35 - —
l.c.l. .....100 lbs. 6.10 - —
bbls., c.l.....100 lbs. 5.60 - —
l.c.l. .....100 lbs. 6.35 - —
Sulphide, bgs., c.l. (20 tons), dlvd..lb. .07¾- —
l.c.l., dlvd.....lb. .08 - —
bbls., c.l., 20 bbls., c.l., (20 tons), dlvd..lb. .08 - —
l.c.l., dlvd.....lb. .08¼- —
barium, pigment, bgs., c.l., dlvd..lb. .05¼- —
l.c.l., dlvd.....lb. .05½- —
Calcium pigment, bgs., c.l., dlvd..lb. .05¼- —
l.c.l., dlvd.....lb. .05½- —
magnesium pigment, bgs., c.l., dlvd..lb. .05½- —
l.c.l., dlvd.....lb. .05¾- —
Car lot prices are ½c. higher delivered Pac. Cst. and less car lot prices are ½c. higher ex whse. Pac Cst.
Sulphocarbolate, NF, bbls., dms..lb. .24 - .29
Zinc-ammonia chloride, dms., c.l., works..100 lbs. 5.65 - —
l.c.l., works.....100 lbs. 6.70 - —
Zinc-iron oxide, pigment, bgs., c.l., dlvd..lb. .05¼- —
l.c.l., dlvd., except Pac. cst..lb. .05¾- —
ex whse., Pac. cst..lb. .05¾- —
Zirconium nitrate, kgs., works.lb. 3.00 - 4.00
Oxide, crude, 70-75%, gr., bbls., works..ton.75.00 -100.00
white, 98%, grd., kgs., works, lb. 1.80 - 2.00

Yara Yara—Zirconium

Synthetic Resins and other Branded Paint Materials

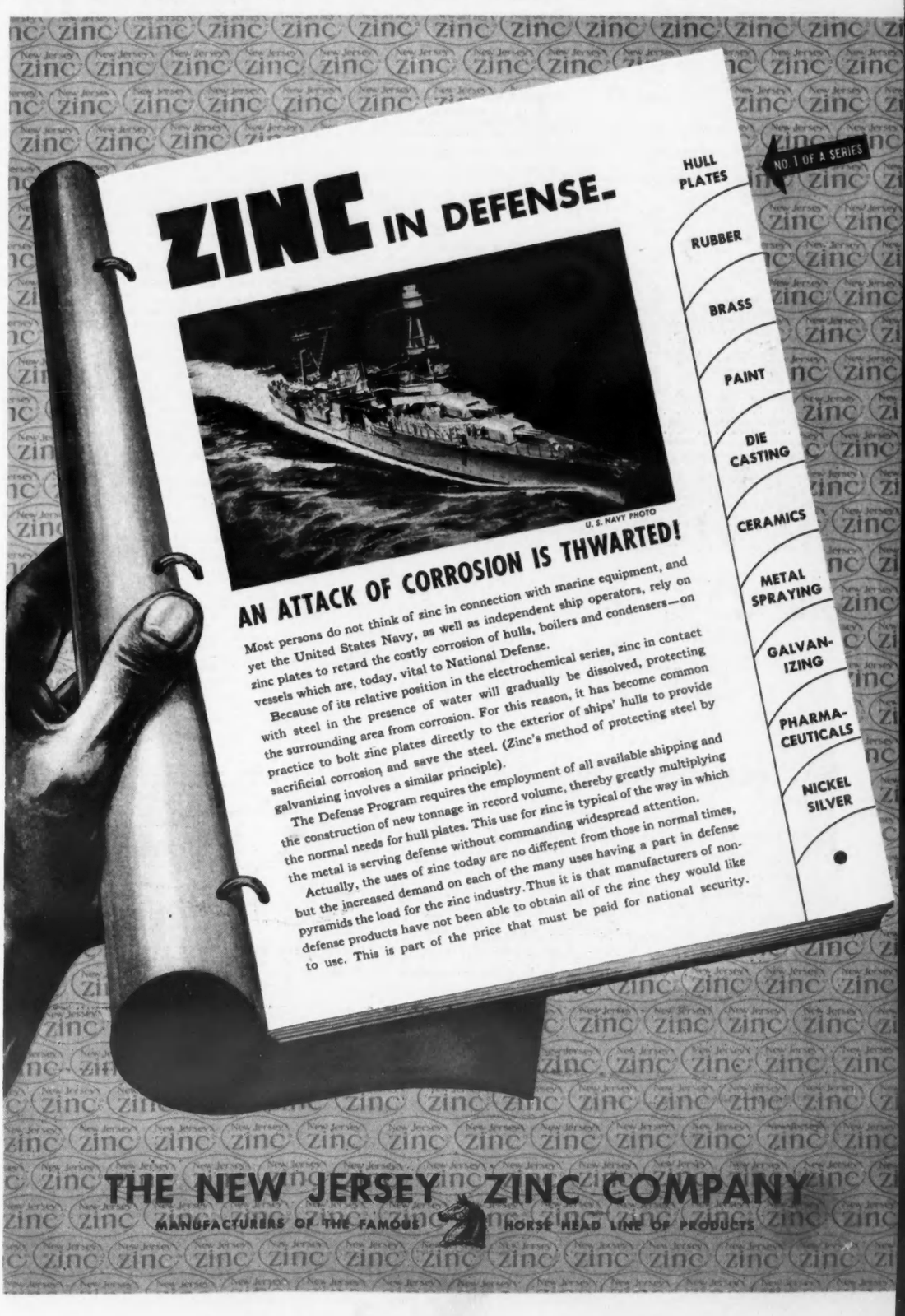
(Manufacturers' List Prices)

A

Abalyn (methyl abietate), c.l., dms., f.o.b. cars, destination, zone 1..lb. .07½- —
l.c.l., lots of 10 dms., same basis..lb. .08¾- —
single dms., same basis....lb. .09¾- —
smaller lots, f.o.b. Hercules, Del..lb. .14¾- —
Arochlors, distilled, dms., c.l., works..lb. .23 - —
ton lots, works.....lb. .25 - —
single dms., works.....lb. .27 - —
undistilled, dms., c.l., works, lb. .18 - —
ton lots, works.....lb. .20 - —
single dms., works.....lb. .22 - —

B

Bakelite, alkyd resins, BR, 10023, bbls., 30,000 lbs., works, lb. .28 - —
15,000 lbs., works.....lb. .28½- —
5,000 lbs., works.....lb. .29 - —


NO. 1 OF A SERIES
ZINC IN DEFENSE-
HULL PLATES
RUBBER
BRASS
PAINT
DIE CASTING
CERAMICS
METAL SPRAYING
GALVANIZING
PHARMACEUTICALS
NICKEL SILVER
U. S. NAVY PHOTO
AN ATTACK OF CORROSION IS THWARTED!
Most persons do not think of zinc in connection with marine equipment, and yet the United States Navy, as well as independent ship operators, rely on zinc plates to retard the costly corrosion of hulls, boilers and condensers—on vessels which are, today, vital to National Defense.
Because of its relative position in the electrochemical series, zinc in contact with steel in the presence of water will gradually be dissolved, protecting the surrounding area from corrosion. For this reason, it has become common practice to bolt zinc plates directly to the exterior of ships' hulls to provide sacrificial corrosion and save the steel. (Zinc's method of protecting steel by galvanizing involves a similar principle).
The Defense Program requires the employment of all available shipping and the construction of new tonnage in record volume, thereby greatly multiplying the normal needs for hull plates. This use for zinc is typical of the way in which the metal is serving defense without commanding widespread attention.
Actually, the uses of zinc today are no different from those in normal times, but the increased demand on each of the many uses having a part in defense pyramids the load for the zinc industry. Thus it is that manufacturers of non-defense products have not been able to obtain all of the zinc they would like to use. This is part of the price that must be paid for national security.
THE NEW JERSEY ZINC COMPANY
MANUFACTURERS OF THE FAMOUS HORSE HEAD LINE OF PRODUCTS

Bakelite—Paranol

Bakelite, carbic anhydride base, oil modified, BR, 13630, dms., 30,000 lbs., works..lb. .27 - —
15,000 lbs., works.....lb. .27½- —
5,000 lbs., works.....lb. .28 - —
14590, 30,000 lbs., works..lb. .26 - —
15,000 lbs., works.....lb. .26½- —
5,000 lbs., works.....lb. .27 - —
resin modified, BR, 13202, bbls., 30,000 lbs., works..lb. .15 - —
15,000 lbs., works.....lb. .15½- —
5,000 lbs., works.....lb. .16 - —
dispersion resin, BK, 3982 dms., 30,000 lbs., works..lb. .2770- —
15,000 lbs., works.....lb. .2820- —
5,000 lbs., works.....lb. .2870- —
6791, dms., 30,000 lbs., works, lb. .28½- —
15,000 lbs., works.....lb. .29 - —
5,000 lbs., works.....lb. .29½- —
XK, 14504, dms., 85,000 lbs., works..lb. .28 - —
15,000 lbs., works.....lb. .28½- —
5,000 lbs., works.....lb. .29 - —
15346, dms., 30,000 lbs., works..lb. .2810- —
15,000 lbs., works.....lb. .2860- —
5,000 lbs., works.....lb. .2910- —
lacquer, BR, 9366, dms., 30,000 lbs., works..lb. .18½- —
15,000 lbs., works.....lb. .19 - —
5,000 lbs., works.....lb. .19½- —
BJ, 15408 dms., 30,000 lbs., works..lb. .24 - —
15,000 lbs., works.....lb. .24½- —
5,000 lbs., works.....lb. .25 - —
XJ, 10433, dms., 30,000 lbs., works..lb. .37 - —
15,000 lbs., works.....lb. .37½- —
5,000 lbs., works.....lb. .38 - —
XR, 3180, dms., 30,000 lbs., works..lb. .45 - —
15,000 lbs., works.....lb. .45½- —
5,000 lbs., works.....lb. .46 - —
4357, dms., 30,000 lbs., works..lb. .45 - —
15,000 lbs., works.....lb. .45½- —
5,000 lbs., works.....lb. .46 - —
phenolic, 100%, BR, 254, bbls., 30,000 lbs., works..lb. .42 - —
15,000 lbs., works.....lb. .42½- —
5,000 lbs., works.....lb. .43 - —
3360, bbls., 30,000 lbs., works..lb. .36 - —
15,000 lbs., works.....lb. .36½- —
5,000 lbs., works.....lb. .37 - —
4036, bbls., 30,000 lbs., works..lb. .37 - —
15,000 lbs., works.....lb. .37½- —
5,000 lbs., works.....lb. .38 - —
9432, bbls., 30,000 lbs., works..lb. .31 - —
15,000 lbs., works.....lb. .31½- —
5,000 lbs., works.....lb. .32 - —
9434, bbls., 30,000 lbs., works..lb. .20 - —
15,000 lbs., works.....lb. .20½ —
5,000 lbs., works.....lb. .21 - —
10282, bbls., 80,000 lbs., works..lb. .32 - —
15,000 lbs., works.....lb. .32½- —
5,000 lbs., works.....lb. .33 - —
14634, bbls., 30,000 lbs., works..lb. .30 - —
15,000 lbs., works.....lb. .30½- —
5,000 lbs., works.....lb. .31 - —
oil modified, BR, 302, bbls., 30,000 lbs., works..lb. .3460- —
15,000 lbs., works.....lb. .3510- —
5,000 lbs., works.....lb. .3560- —

Bakelite, phenolic, oil modified, 4175, dms., 30,000 lbs., works..lb. .26 - —
15,000 lbs., works.....lb. .36½- —
5,000 lbs., works.....lb. .37 - —
resin, BR., 2963, bbls., 30,000 lbs., works..lb. .22 - —
15,000 lbs., works.....lb. .22½- —
5,000 lbs., works.....lb. .23 - —
11504, bbls., 30,000 lbs., works..lb. .18 - —
15,000 lbs., works.....lb. .18½- —
5,000 lbs., works.....lb. .19 - —
11544, bbls., 30,000 lbs., works..lb. .18 - —
15,000 lbs., works.....lb. .18½- —
5,000 lbs., works.....lb. .19 - —
solutions, XJ, 180, dms., 30,000 lbs., works..lb. .2170- —
15,000 lbs., works.....lb. .2220- —
5,000 lbs., works.....lb. .2270- —
13574, bbls., 30,000 lbs., works..lb. .30 - —
15,000 lbs., works.....lb. .30½- —
5,000 lbs., works.....lb. .31 - —

C

Copene resin, dms., works.....lb. .30 - —
Cumar, AX.....lb. .06½- —
BX.....lb. .06¼- —
CX, gross weight.....lb. .05½- —
DX, gross weight.....lb. .05 - —
EX, gross weight.....lb. .05 - —
FX, gross weight.....lb. .05½- —
MH col. 1.....lb. .11½- —
1½-2.....lb. .10½- —
2½-3½.....lb. .09½- —
9.....lb. .06½- —
MS.....lb. .10½- —
P 10°-80° C., col. 2½ and darker..lb. .10½- —
RH.....lb. .10½- —
RS.....lb. .10½- —
V col. ½.....lb. .12½- —
1.....lb. .11½- —
1½-2.....lb. .10½- —
2½ and darker.....lb. .09½- —
W col. ½.....lb. .13½- —
1.....lb. .12½- —
1½-2.....lb. .11½- —
2½ and darker.....lb. .10½- —

Cumar resins are delivered f.o.b. Frankford, Pa., freight equalized with Pittsburgh; prices on contract are ¼c. per pound lower.

D

Durite, 1301, pale, one drum and over..lb. .29 - —
smaller lots.....lb. .30 - —
Durite prices are f.o.b. Phila., Pa., with freight allowed east of Rocky Mts.

E

Esterol, alkyd solution, A, c.l., dlvd..lb. .14½- —
10 dms. or more, dlvd....lb. .14½- —
9 dms. or less, dlvd....lb. .15½- —
B, c.l., dlvd.....lb. .14 - —
10 dms. or more, dlvd....lb. .14½- —
9 dms. or less, dlvd....lb. .15 - —
E, c.l., dlvd.....lb. .15 - —
10 dms. or more, dlvd....lb. .15½- —
9 dms. or less, dlvd....lb. .16 - —
H-1, c.l., dlvd.....lb. .18 - —
10 dms. or more, dlvd....lb. .18½- —
9 dms. or less, dlvd....lb. .19 - —
PV, c.l., dlvd.....lb. .15¾- —
10 dms. or more, dlvd....lb. .16¼- —
9 dms. or less, dlvd....lb. .16¾- —
11, c.l., dlvd.....lb. .15 - —
10 dms. or more, dlvd....lb. .15½- —
9 dms. or less, dlvd....lb. .16 - —

Esterol, alkyd solution, 22, c.l., dlvd..lb. .12 - —
10 dms, or more, dlvd....lb. .12½- —
9 dms. or less, dlvd....lb. .13 - —
22-B, c.l., dlvd.....lb. .09½- —
10 dms. or more, dlvd....lb. .10 - —
9 dms. or less, dlvd....lb. .10½- —
33, c.l., dlvd.....lb. .14½- —
10 dms. or more, dlvd....lb. .15 - —
9 dms. or less, dlvd....lb. .15½- —
44, c.l., dlvd.....lb. .14 - —
10 dms. or more, dlvd....lb. .14½- —
9 dms. or less, dlvd....lb. .15 - —
44-B, c.l., dlvd.....lb. .14 - —
10 dms. or more, dlvd....lb. .14½- —
9 dms. or less, dlvd....lb. .15 - —
55, c.l., dlvd.....lb. .14½- —
10 dms. or more, dlvd....lb. .15 - —
9 dms. or less, dlvd....lb. .15½- —
562, c.l., dlvd.....lb. .15½- —
10 dms. or more, dlvd....lb. .16 - —
9 dms. or less, dlvd....lb. .16½- —
640-N, c.l., dlvd.....lb. .14½- —
10 dms. or more, dlvd....lb. .15 - —
9 dms. or less, dlvd....lb. .15½- —
660-N, c.l., dlvd.....lb. .14 - —
10 dms. or more, dlvd....lb. .14½- —
9 dms. or less, dlvd....lb. .15 - —
750, c.l., dlvd.....lb. .17 - —
10 dms. or more, dlvd....lb. .17½- —
9 dms. or less, dlvd....lb. .18 - —
830, c.l., dlvd.....lb. .16 - —
10 dms. or more, dlvd....lb. .16½- —
9 dms. or less, dlvd....lb. .17 - —
1800, c.l., dlvd.....lb. .14½- —
10 dms. or more, dlvd....lb. .15 - —
9 dms. or less, dlvd....lb. .15½- —
1825, c.l., dlvd.....lb. .16½- —
10 dms. or more, dlvd....lb. .17 - —
9 dms. or less, dlvd....lb. .17½- —
2185, c.l., dlvd.....lb. .14 - —
10 dms. or more, dlvd....lb. .14½- —
9 dms. or less, dlvd....lb. .15 - —
2195, c.l., dlvd.....lb. .15 - —
10 dms., or more, dlvd....lb. .15½- —
9 dms., or less, dlvd....lb. .16 - —
2600, c.l., dlvd.....lb. .17 - —
10 dms. or more, dlvd....lb. .17½- —
9 dms. or less, dlvd....lb. .18 - —
2633, c.l., dlvd.....lb. .13½- —
10 dms. or more, dlvd....lb. .14 - —
9 dms. or less, dlvd....lb. .14½- —
2728, c.l., dlvd.....lb. .15 - —
10 dms. or more, dlvd....lb. .15½- —
9 dms. or less, dlvd....lb. .16 - —
2775-BS, c.l., dlvd.....lb. .14½- —
10 dms. or more, dlvd....lb. .15 - —
9 dms. or less, dlvd....lb. .15½- —

F

Flexalyn solution, dms., c.l., f.o.b. cars, destination, zone 1.lb. .12½- —
l.c.l., 10 dms., same basis..lb. .13¼- —
single dms., same basis..lb. .14¾- —
smaller lots, f.o.b. Hercules, Del..lb. .19¾- —

G

G, resin, dms., gross weight, works..lb. .08 - —
G resin prices on contracts terminating Dec., 1941, are ½c. per pound lower; Los Angeles and San Francisco ex warehouse, 3c. per pound extra.
2633, c.l., dlvd.....lb. .11½- —
Guai-a-phene, 10-gal. cns., works, gal. 2.57 - —
5-gal. cns., works.....gal. 2.62 - —
1-gal. cns., works.....gal. 2.82 - —
dms., works.....gal. 2.50 - —

H

Hercolyn (hydrogenated methyl abietate), dms., c.l., f.o.b. cars, destination, zone 1.lb. .11¼- —
l.c.l., lots of 10, same basis, lb. .12¾- —
single dms., same basis...lb. .13¾- —
smaller lots, f.o.b. Hercules, Del..lb. .18¾- —

J

Jonite (see zinc-iron oxide pigment in regular price list above).

K

Kadox (zinc oxide), black or red label, bgs., c.l., dlvd..lb. .06½- —
l.c.l., dlvd. E. of Rockies.lb. .06¾- —
Pac. coast, ex whse.....lb. .07½- —
bbls., c.l., dlvd.....lb. .06¾- —
l.c.l., dlvd. E. of Rockies.lb. .07 - —
Pac. coast, ex whse.....lb. .07½- —
No. 25, bgs., c.l., dlvd.....lb. .07¾- —
l.c.l., dlvd. E. of Rockies, lb. .08 - —
Pac. coast, ex whse.....lb. .08½- —
bbls., c.l., dlvd.....lb. .08 - —
l.c.l., dlvd. E. of Rockies, lb. .08 - —
Pac. coast, ex whse.....lb. .08¾- —

L

Lewisol resin, No. 1, c.l.....lb. .15 - —
10 dms.....lb. .15½- —
1 dm.....lb. .16 - —
2, c.l.....lb. .15 - —
10 dms.....lb. .15½- —
1 dm.....lb. .16 - —
2L, c.l.....lb. .15 - —
10 dms.....lb. .15½- —
1 dm.....lb. .16 - —
3, c.l.....lb. .18½- —
10 dms.....lb. .19½- —
1 dm.....lb. .20½- —
18, c.l.....lb. .15 - —
10 dms.....lb. .15½- —
1 dm.....lb. .16 - —
24, c.l.....lb. .15 - —
10 dms.....lb. .15½- —
1 dm.....lb. .16 - —
28, c.l.....lb. .15 - —
10 dms.....lb. .15½- —
1 dm.....lb. .16 - —
33, c.l.....lb. .15 - —
10 dms.....lb. .15½- —
1 dm.....lb. .16 - —
115, c.l.....lb. .14½- —
10 dms.....lb. .15 - —
1 dm.....lb. .15½- —
125, c.l.....lb. .15 - —
10 dms.....lb. .15½- —
1 dm.....lb. .16 - —
305, c.l.....lb. .15½- —
10 dms.....lb. .16 - —
1 dm.....lb. .16½- —
310, c.l.....lb. .17 - —
10 dms.....lb. .17½- —
1 dm.....lb. .18 - —
320, c.l.....lb. .17½- —
10 dms.....lb. .18 - —
1 dm.....lb. .18½- —

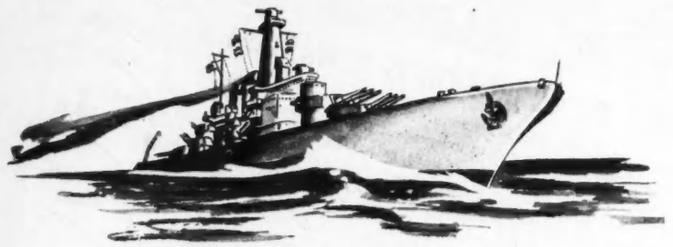
Lewisol resin prices are f.o.b. cars, New England states; Middle Atlantic states; Va.; W.Va.; N.C.; Ky.; Ohio; Mich.; Ind.; Ill.; Wis.; St. Paul and Minneapolis, Minn.; St. Louis, Mo. For less than dm. quantities add 5c. per lb. to one-drum prices.

Neo-fat drying oil, 17, dms., c.l., dms..lb. .13½- —
19, dms., c.l., dlvd.....lb. .18 - —

Neo-fat drying oil, 23, dms., c.l., dlvd..lb. Nom.
170, dms., c.l., dlvd.....lb. .15½- —
190, dms., c.l., dlvd.....lb. .20 - —
290, dms., c.l., dlvd.....lb. .21½- —
Neo-fat prices are ¼c. per lb. higher in Texas, ¾c. higher on Pacific Coast.
Nevillac, pale, hard, dms., works, lb. .19 - —
hard, 85-90° C, dms., works..lb. .17 - —
soft, 65-75° C, dms., works..lb. .17 - —
Nevillac prices on contracts terminating Dec., 1941, are ¼c. per pound lower; Los Angeles and San Francisco ex whse., 3c. per pound extra.
Neville resin, R-1 nevindene, col. ½, dms., works..lb. .13¼- —
R-3, nevindene, col. 1, dms., works..lb. .12½- —
R-5, nevindene, col. 1½-2, dms., works..lb. .11¼- —
R-6, nevindene, col. 2½-3½, dms., works..lb. .10¼- —
R-7, N.P.S., col. below 3, dms., works..lb. .13 - —
R-8, N.P.S., col. below 3, dms., works..lb. .13½- —
R-9, hard, col. ½, dms., works..lb. .13 - —
R-10, hard, col. 1, dms., works..lb. .12 - —
R-11, hard, col. 1½-2, dms., works..lb. .11 - —
R-12, hard, col. 2½-3½, dms., works..lb. .10 - —
R-13, medium, col. ½ dms., works..lb. .12½- —
R-14, medium, col. 1, dms., works..lb. .11½- —
R-15, medium, col. 1½-2 dms., works..lb. .10½- —
R-16, medium, col. 2½-4, dms., works..lb. .09½- —
R-16A, medium, col. 7-10, dms., works..lb. .08½- —
R-17, medium soft, col. 3½-8, dms., works..lb. .10½- —
R-19, medium soft, col. 3½-8, dms., works..lb. .10½- —
R-21, soft, col. 3½-8, dms., works..lb. .10½- —
R-22, special, soft, col. 3½-8, dms., works..lb. .10½- —
R-27, medium, soft, col. 1, dms., works..lb. .13½- —
R-28, medium soft, col. 1½-2, dms., works..lb. .12½- —
R-29, medium soft, col. 2½-8, dms., works..lb. .10½- —
465, 110-125° C., dms., gross weight, f.o.b. Pittsburgh..lb. .03¼- —
Neville resin prices, except 465 resin, are freight equalized with Phila.; prices on contracts terminating Dec., 1941, are ¼c. per pound lower; Los Angeles and San Francisco ex whse., 3c. per pound extra. Less than full drum shipments are 5c. per pound additional, f.o.b. Neville Island, Pa.
Nevillite, "V," water-white, 100-lb. dms., works..lb. 1.30 - —
No. 4, very light straw, 100-lb. dms., works..lb. .52 - —
No. 128, water-white, 100-lb. dms., works..lb. .60 - —
Nevinol, dms., works.....lb. .13 - —
oil, heavy, rfd., dms., works, lb. .10 - —
Notol, tanks, cars, f.o.b. Pittsburgh..gal. .27½- —
dms., returnable.....gal. .35 - —
Nuba, 1, 80-95°C., dms., gross weight, works..lb. .0290- —
2, 100-125°C., dms., gross weight, works..lb. .0290- —
3x, 135-150°C., dms., gross weight, works..lb. .04¼- —
Nuba resin prices on contracts terminating December, 1941, are ¼c. per pound lower; Los Angeles and San Francisco ex whse., 3c. per pound extra.
Nuodex drier, cobalt, 6%, 400-lb. pkgs..lb. .31½- —
11½%, 100-lb. pkgs.....lb. .57 - —
cobalt acetate, 100-lb. pkgs., lb. .83⅜- —
iron, 6%, 400-lb. pkgs.....lb. .15½- —
11%, 100-lb. pkgs.....lb. .26 - —
lead, 24%, 450-lb. pkgs.....lb. .14½- .15½
32%, 450-lb. pkgs.....lb. .18¾- —
34%, 100-lb. pkgs.....lb. .19½- —
40%, 100-lb. pkgs.....lb. .23 - —
lead 30%, cobalt 3%, 150-lb. pkgs..lb. .32 - —
lead 30%, manganese 3%, 150-lb. pkgs..lb. .25 - —
manganese, 6%, 400-lb. pkgs..lb. .16¼- .17¼
10½%, 100-lb. pkgs.....lb. .27¼- —
Zinc, 8%, 400-lb. pkgs.....lb. .16¼- —
10%, 400-lb. pkgs.....lb. .19¾- —
14%, 100-lb. pkgs.....lb. .27 - —
Nuodite, cobalt, 18%, 100-lb. pkgs., lb. .79 - —
lead, 64%, 100-lb. pkgs.....lb. .26 - —
manganese, 24%, 100-lb. pkgs., lb. .35 - —
All prices are f.o.b. customers' plants, East of Denver.
Nypene resin, dms., works....lb. .30 - —

P

Paradene, No. 1, 75-99° C., dms., gross wt., works..lb. .05 - —
2, 100-124° C., dms., gross wt., works..lb. .05 - —
3, 125-140° C., dms., gross wt., works..lb. .05½- —
Paradene prices on contract, terminating Dec., 1941, are ¼c. lower; prices are freight equalized with Philadelphia, Pa.
Paradura resin, grade AV, c.l., dlvd..lb. .25 - —
10 pkgs. or more, dlvd.....lb. .26 - —
9 pkgs, or less, dlvd.....lb. .27 - —
C, c.l., dlvd.....lb. .33 - —
10 pkgs. or more, dlvd.....lb. .34 - —
9 pkgs. or less, dlvd.....lb. .35 - —
10-P, c.l., dlvd.....lb. .35 - —
10 pkgs. or more, dlvd.....lb. .36 - —
9 pkgs. or less, dlvd.....lb. .37 - —
46, c.l., dlvd.....lb. .22½- —
10 pkgs. or more, dlvd.....lb. .23 - —
9 pkgs. or less, dlvd.....lb. .23½- —
273, c.l., dlvd.....lb. .23 - —
10 pkgs. or more, dlvd.....lb. .24 - —
9 pkgs. or less, dlvd.....lb. .25 - —
367, c.l., dlvd.....lb. .35 - —
10 pkgs. or more, dlvd.....lb. .36 - —
9 pkgs. or less, dlvd.....lb. .37 - —
540, c.l., dlvd.....lb. .35 - —
10 pkgs. or more, dlvd.....lb. .36 - —
9 pkgs. or less, dlvd.....lb. .37 - —
Paranol resin, extra hard, No. 1, c.l., dlvd..lb. .15 - —
10 pkgs. or more, dlvd.....lb. .15½- —
9 pkgs. or less, dlvd.....lb. .16 - —
Extra hard, No. 3, c.l., dlvd.lb. .14 - —
10 pkgs. or more, dlvd.....lb. .14½- —
9 pkgs. or less, dlvd.....lb. .15 - —
Hard, No. 1, c.l., dlvd.....lb. .13 - —
10 pkgs. or more, dlvd.....lb. .13½- —
9 pkgs. or less, dlvd.....lb. .14 - —
Hard, No. 3, c.l., dlvd.....lb. .12 - —
10 pkgs. or more, dlvd.....lb. .12½- —
9 pkgs. or less, dlvd.....lb. .13 - —
25, c.l., dlvd.....lb. .12 - —
10 pkgs. or more, dlvd.....lb. .12½- —
9 pkgs. or less, dlvd.....lb. .13 - —



So Your Resins Ran Away To Sea!

FAIR ENOUGH. As first line of our defense, the navy should just naturally get first call on resins for seaworthy coatings!

But what about vital civilian needs? Where will *you* get resins with which to meet them?

Months ago Durez anticipated this burning question. At that time . . . we started planning to cover our customers' needs. *Today* the emergency's here. And today, Durez is prepared to ease the present crisis.

Durez has developed a brand new series of resins that will meet the most exacting requirements of your formulations. Call these new Durez resins "replacements" if you will . . . but point for point, they are the equal of any of those previous resins that have made Durez famous.

It is with satisfaction that we make this statement though we regret that production facilities will limit our ability to meet the full demand anticipated for these materials.

DUREZ PLASTICS & CHEMICALS, INC.
310E Walck Road, N. Tonawanda, N. Y.

DUREZ PLASTICS & CHEMICALS, INC.
RESINS THAT FIT THE JOB

Paranol resin, 25, light, c.l., dlvd. lb. .12½- —
10 pkgs. or more, dlvd.....lb. .13 - —
9 pkgs. or less, dlvd.....lb. .13½- —
54-E, c.l., dlvd.....lb. .16 - —
10 pkgs. or more, dlvd.....lb. .16½- —
9 pkgs. or less, dlvd.....lb. .17 - —
100, c.l., dlvd.....5. .16½- —
10 pkgs. or more, dlvd.....lb. .17 - —
9 pkgs. or less, dlvd.....lb. .17½- —
200, c.l., dlvd.....lb. .11 - —
10 pkgs., dlvd.....lb. .17½- —
9 pkgs., dlvd.....lb. .18 - —
500, hard, c.l., dlvd.....lb. .14 - —
10 pkgs. or more, dlvd.....lb. .14½- —
9 pkgs. or less, dlvd.....lb. .15 - —
500, extra hard, c.l., dlvd...lb. .16½- —
10 pkgs. or more, dlvd.....lb. .17 - —
9 pkgs. or less, dlvd.....lb. .17½- —
800, extra light, c.l. dlvd....lb. .14½- —
10 pkgs. or more, dlvd....lb. .15 - —
9 pkgs. or less, dlvd.....lb. .15½- —
800, dark, c.l., dlvd.....lb. .13½- —
10 pkgs. or more, dlvd.....lb. .14 - —
9 pkgs. or less, dlvd .....lb. .14½- —
850, c.l., dlvd.....lb. .14½- —
10 pkgs. or more, dlvd ...lb. .15 - —
9 pkgs. or less, dlvd.....lb. .15½- —
1000, c.l., dlvd.....lb. .14 - —
10 pkgs. or more, dlvd.....lb. .14½- —
9 pkgs. or less, dlvd.....lb. .15 - —
1750, c.l., dlvd.....lb. .14½- —
10 pkgs. or more, dlvd....lb. .15 - —
9 pkgs. or less, dlvd.....lb. .15½- —
1855, c.l., dlvd.....lb. .12½- —
10 pkgs. or more, dlvd.....lb. .13 - —
9 pkgs. or less, dlvd.....lb. .13½- —
3046-C, c.l., dlvd.....lb. .22½- —
10 pkgs. or more, dlvd.....lb. .23 - —
9 pkgs. or less, dlvd.....lb. .23½- —
1700, c.l., dlvd.....lb. .15 - —
10 pkgs. or more, dlvd.....lb. .15½- —
9 pkgs. or less, dlvd.....lb. .16 - —
3101, c.l., dlvd.....lb. .15¾- —
10 pkgs. or more, dlvd....lb. .16¼- —
9 pkgs. or less, dlvd.....lb. .16¾- —
3645, c.l., dlvd.....lb. .15 - —
10 pkgs. or more, dlvd.....lb. .15½- —
9 pkgs. or less, dlvd.....lb. .16 - —
Pentalyn, dms., c.l., f.o.b. cars, destination, Zone 1..lb. .12 - —
l.c.l., 10 dms., same basis...lb. .12½- —
single dms., same basis...lb. .13 - —
smaller lots, f.o.b. Hercules, Del..lb. .18 - —
Pentalyn G, dms., c.l., f.o.b. cars, destination, Zone 1..lb. .13½- —
l.c.l., 10 dms., same basis, lb. .14 - —
single dms., same basis..lb. .14½- —
smaller lots, f.o.b. Hercules, Del..lb. .19½- —
Phenester, color 3½-5, dms., works, lb. .17 - —
P.H.O., dms., works.....lb. .22 - —
Pilolite, powder, ton lots, works, lb. .66 - —
smaller lots, works.....lb. .69 - .74
Pilolite resin, clear, ton lots, works lb .75 - —
smaller lots, works .....lb .79 - .84
No. 20, ton lots, works.....lb. .75 - —
smaller lots works.....lb. .79 - .84
No. 40, ton lots, work.....lb. .75 - —
smaller lots, works.....lb. 79 - .84

R

Resinous oil, No. XI, dms., works, lb. .02 - —

S

Staybelite resin, c.l. (36,000 lbs.), f.o.b. cars East of and including N. D., S. D., Neb., Kan., Okla. and Tex..lb. .06 - —
l.c.l., dms. (500 lbs.), same basis..lb. .06½- —
smaller lots, f.o.b. Hattiesburg, Miss., or Hercules, Del..lb. .20 - —
Surfex, bgs., c.l., f.o.b. Painesville, Ohio..ton.27.50 - —
BB, bgs., c.l., same basis..ton.32.00 - —
MM bgs., c.l., same basis..ton.30.00 - —
Syntex, standard alkyd resins, No. 9, 10 dms..100 lbs.18.25 - —
1-9 dms.....100 lbs.18.50 - —
17, 10 dms.....100 lbs.15.00 - —
1-9 dms.....100 lbs.15.25 - —
18, 10 dms.....100 lbs.17.50 - —
1-9 dms.....100 lbs.17.75 - —
19-A, 10 dms.....100 lbs.16.75 - —
1-9 dms.....100 lbs.17.00 - —
20-A, 10 dms.....100 lbs.18.75 - —
1-9 dms.....100 lbs.19.00 - —
21-B, 10 dms.....100 lbs.15.25 - —
1-9 dms.....100 lbs.15.50 - —
22, 10 dms.....100 lbs.15.75 - —
1-9 dms.....100 lbs.16.00 - —
23, 10 dms.....100 lbs.14.75 - —
1-9 dms.....100 lbs.15.00 - —
28, 10 dms.....100 lbs.19.50 - —
1-9 dms.....100 lbs.19.75 - —
32, 10 dms.....100 lbs.15.25 - —
1-9 dms.....100 lbs.15.50 - —
36, 10 dms.....100 lbs.18.75 - —
1-9 dms.....100 lbs.19.00 - —
40, 10 dms.....100 lbs.19.50 - —
1-9 dms.....100 lbs.19.75 - —
119, 10 dms.....100 lbs.22.50 - —
1-9 dms.....100 lbs.22.75 - —
H-3, 7 dms.....100 lbs.15.50 - —
1-6 dms.....100 lbs.15.75 - —
H-3, pale, 7 dms.....100 lbs.15.50 - —
1-6 dms.....100 lbs.15.75 - —
H-10, 10 dms.....100 lbs.18.50 - —
1-9 dms.....100 lbs.18.75 - —
H-12, 10 dms.....100 lbs.19.00 - —
1-9 dms.....100 lbs.19.25 - —
H-15, 10 dms.....100 lbs.14.50 - —
1-9 dms.....100 lbs.14.75 - —
H-46, 10 dms.....100 lbs.14.50 - —
1-9 dms.....100 lbs.14.75 - —
Tentative alkyd resins, 14, 10 dms..100 lbs.16.50 - —
1-9 dms.....100 lbs.16.75 - —
16, 10 dms.....100 lbs.19.00 - —
1-9 dms.....100 lbs.19.25 - —
23, 10 dms.....100 lbs.21.50 - —
1-9 dms.....100 lbs.21.75 - —
32-A, 10 dms.....100 lbs.15.75 - —
1-9 dms.....100 lbs.16.00 - —
42, 10 dms.....100 lbs.17.75 - —
1-9 dms.....100 lbs.18.00 - —
121, 10 dms.....100 lbs.17.50 - —
1-9 dms.....100 lbs.17.75 - —
217, 10 dms.....100 lbs.15.00 - —
1-9 dms.....100 lbs.15.25 - —
H-5, 10 dms.....100 lbs.16.50 - —
1-9 dms.....100 lbs.16.75 - —
H-46, 10 dms.....100 lbs.14.50 - —
1-9 dms.....100 lbs.14.75 - —

Syntex prices are f.o.b. Louisville, Ky., freight prepaid and allowed to destination in New England, the Middle Atlantic States, Va., N. C., S. C., W. Va., Ohio, Ky., Tenn., Ind., Ill., Mich., Wis., Iowa and Mo. and the cities of Minneapolis and St. Paul, Minn.; Atlanta, Ga., Omaha and Lincoln, Neb., and Montreal and Toronto, Canada. For shipment to other points East of the Rockies and not listed above, add 1c. per pound. For shipment in 5-gal. pails add 5c. per lb. for solid resins and 2c. per lb. solutions.

V

Vanadiset resin, dlvd. Balto.-Washington area, contract, 26-1000 tons per month..ton.29.00 -35.40
spot, 1-25 tons per shpt..ton.38.40 -47.00

Paranol Resin—Vinylite

Camden, Phila., East Pa., Del., contract, 26-1000 tons per month..ton.28.60 -34.00
spot, 1-25 tons per shpt..ton.37.00 -66.00
Canada (Windsor to Montreal), contract, 26-1000 tons per month..ton.33.20 -38.60
spot, 1-25 tons per shpt..ton.41.60 -68.00
Greater N.Y., North N.J., Conn., contract, 26-1000 tons per month..ton.28.60 -34.00
spot, 1-25 tons per shpt..ton.37.00 -60.00
Ill., Ky., Tenn., contract, 26-1000 tons per month.....ton.31.60 -37.00
spot, 1-25 tons per shpt...ton.40.00 -70.80
Iowa, Wis., Minn., contract, 26-1000 tons per month.....ton.33.60 -39.00
spot, 1-25 tons per shpt..ton.42.00 -74.80
New England (except Conn.), contract, 26-1000 tons per month..ton.29.00 -35.40
spot, 1-25 tons per shpt..ton.38.40 -68.00
New Orleans, contract, 26-1000 tons per month.....ton.29.60 -35.80
spot, 1-25 tons per shpt...ton.44.00 -74.00
N.Y. State (except Greater N. Y.), Penna. (W. of Harrisburg), contract, 26-1000 tons per month.....ton.30.00 -35.00
spot, 1-25 tons per shpt...ton.38.00 -70.80
Ohio, Mich., Ind., W. Va., Va., contract 26-1000 tons per month..ton.30.20 -35.60
spot, 1-25 tons per shpt..ton.36.60 -74.00
San Francisco Bay area, contract, 26-1000 tons per month, ton.48.00 -54.00
spot, 1-25 tons per shpt...ton.57.00 -94.00

"Vinylseal," adhesive solution, A35, or dms., lots, f.o.b. South Charleston, W. Va., frt. pd. E. of Miss..gal. 2.10 - —
smaller lots, same basis.gal. 2.50 - —
T24-9, 20 dms., same basis, gal. 2.00 - —
dm. lots, same basis....gal. 2.25 - —
smaller lots, same basis.gal. 2.50 - —
MA-28-18, 20 dms., same basis, gal. 2.15 - —
dm. lots, same basis....gal. 2.40 - —
smaller lots, same basis.gal. 2.65 - —

"Vinylseal" adhesive solutions in 1 to 5 gal. quantities are shipped in non-returnable containers. Extra charge of 40c. for 1-gal. cans, 5-gal. containers included in price. Drum lots are shipped in 55-gal. non-returnable drums.

"Vinylite" brand resins, AYAA, AYAF, AYAT, c.l., (30,000 lbs.) paper bags, f.o.b. cars, South Charleston, W. Va., freight paid to destination E. of Mississippi river....lb. .40 - —
2,000 to 9,999 lbs., cns., same basis..lb. .43 - —
200 to 1,999 lbs., cns., same basis..lb. .45 - —
1 to 199 lbs., cns., same basis..lb. .60 - —
AYAB, cns., 200 to 1,999 lbs., same basis..lb. .52 - —
1 to 199 lbs., same basis.lb. .67 - —
AYAW, cns., 200 to 1,999 lbs., same basis..lb. .52 - —
1 to 199 lbs., same basis..lb. .67 - —
QYNA, c.l. (30,000 lbs.), paper bags, f.o.b. cars South Charleston, W. Va..lb. .48 - —
10,000 to 29,999 lbs., paper bags, same basis..lb. .50 - —
2,000 to 9,999 lbs., paper bags, same basis..lb. .52½- —
200 to 1,999 lbs., paper bags, same basis..lb. .55 - —
1 to 199 lbs., paper bags, same basis..lb. .65 - —
VYHF, VYLF, VYNW, VYRR, c.l. (30,000 lbs.), paper bags, same basis..lb. .48 - —
10,000 to 29,999 lbs., paper bags, same basis..lb. .50 - —
2,000 to 9,999 lbs., paper bags, same basis..lb. .52½- —
200 to 1,999 lbs., paper bags, same basis..lb. .55 - —
1 to 199, lbs., paper bags, same basis..lb. .65 - —
VYHH, c.l. (30,000 lbs.), paper bags, same basis, lb. .52 - —
10,000 to 29,999 lbs., paper bags, same basis..lb. .54 - —
2,000 to 9,999 lbs., paper bags, same basis..lb. .55½- —
200 to 1,999 lbs., paper bags, same basis..lb. .57 - —
1 to 199 lbs., paper bags, same basis..lb. .67 - —
VYNS, c.l. (30,000 lbs.), paper bags, same basis, lb. .68 - —
10,000 to 29,999 lbs., paper bags, same basis..lb. .70 - —
2,000 to 9,999 lbs., paper bags, same basis..lb. .72½- —
200 to 1,999 lbs., paper bags, same basis..lb. .75 - —
1 to 199 lbs., paper bags, same basis..lb. .85 - —
XYSG, paper bags, 200 to 1,999 lbs., paper bags, same basis..lb. 1.25 - —
1 to 199 lbs., paper bags, same basis..lb. 1.40 - —

Chase Drier Operations Moved to Cleveland

The operations and office of the Chase Drier & Chemical Company were moved from Pittsburgh, Pa., to Cleveland, Ohio, September 15. This enterprise is a wholly owned subsidiary of the Ferro Enamel Corporation, Cleveland, and under the supervision of Ferro a factory at Bedford, Ohio, has been constructed and equipped for the production of driers for the paint and varnish and printing ink trades. The plant operations will be located at Bedford, Ohio, and the office will be located at 4150 East Fifty-sixth Street, Cleveland, which address is the general office of the Ferro Enamel Corporation under whose general supervision the operations of the Chase company will be continued. J. D. Henry, for many years executive vice-president of Ferro Enamel Corporation, has succeeded W. S. Chase as president of the Chase Drier & Chemical Company.

VANADISET
Trade Mark Reg.
PLASTIC RESIN

NEW HIGH STANDARDS FOR
Acid Resisting Metal Coatings
Brine-proof Marine Paints
Hard, tasteless Container Varnish
Flexible Lacquers
Stronger Molded Plastics
Plastic-type Printing Inks
Non-smear News Inks
Water-proof Pigments and Compounds

The vanadium oxide content of "Vanadiset" resin, according to varnish makers, accounts for the remarkable tenacity of metal coatings, and their resistance to brine and acids.

A Product of
WILSON CARBON COMPANY
122 EAST 42nd STREET NEW YORK

GLYPTAL
Alkyd Resins

All members of the Federation of Paint and Varnish Production Clubs and members of the National Paint, Varnish and Lacquer Association are cordially invited to visit the General Electric Glyptal Display in Booth #9 at the Paint Industries Show.

In connection with the Glyptal Display again this year there will be some valuable prizes which will be won by our visitors. We sincerely hope you will pay us a visit.

GENERAL ELECTRIC

Oil, Paint and Drug Reporter

Founded October 18, 1871, by William O. Allison.

Published every Monday by Schnell Publishing Company, Inc.:—Harry J. Schnell, President and Treasurer; Wm. Stuart Auchincloss, Vice-President and Secretary; Hugh Craig, Vice-President; Burr Price, Vice-President; A. L. Koch, Assistant Secretary. Address 59 John Street, New York, N. Y., U. S. A. Telephone REctor 2-9620. Cable Address Reporter New York.

Incorporating the Drug, Paint and Oil Trade, The New York Drug Bulletin, The Weekly Drug News, the New York Druggists' Price Current, The Soap Makers Journal, the Oil and Paint Review, and International Petroleum Reporter.

Annual subscription rates including postage in the United States and possessions, Cuba, Mexico, Central America, and South America, $5.00; Canada and Newfoundland, $7.00; other countries, $10.00.

Member of Audit Bureau of Circulations.

Entered at the Post Office at New York as second-class matter January 15, 1884, under the act of March 3, 1879.

Copyright, 1941, by Schnell Publishing Company, Inc.

Vol. 140 October 6, 1941 Number 14

Six Percent—And Out

The Secretary of the Treasury has proposed starvation for business, and the Treasury Department's tax experts are formulating a bill to effectuate his purpose. The secretary has declared that all the profits of a corporation in excess of 6 percent of its invested capital must be forfeited (as a tax) to the Federal government. He says "profits," not "earnings," and he does not limit his confiscation plan to war (or defense) profits.

Profiteering is unconscionable in the eyes of all honest business. It is inevitable among a fair-sized minority of the business world in any time of distress or under lesser opportunities; but this should not condemn business as a whole, or to the full extent of its corporate proportions. And 6 percent is no ceiling for honest earnings, especially when based on invested capital, which is a variable factor and as a base of profits benefits the move as it approaches instability by reason of "water." Furthermore, a 6-percent limit lays a penalty on operating efficiency.

It may be that the idea which the Secretary of the Treasury sought to express was not adequately presented in his words. Final judgment must be deferred until the legislative embodiment of the idea can be examined. But, the principle of setting up a percentage-of-investment criterion for corporation profits is obnoxious to fair play and incompatible with democracy. As such it must be opposed without regard for the verbal form in which it may be advanced.

It is to be expected—and it is to be feared—that the formulation of a profit-limiting Federal tax scheme will be politically effected without due benefit of business counsel, although it may be the honest official desire only to eliminate profiteering. So, business must sit up and take notice and sit in and take cards. Any further taxation of profits is likely to be confiscatory and to result in diminished returns; unless full consideration is given to the difference between gross and net which takes cognizance of actual needs for business survival. There must be, and there will be still heavier taxation; but industry must live to pay.

One Head—Many Helpers

It is elementary that the national defense program should have a single directing head. It is obvious that that head should be the President of the United States, because he is the commander-in-chief of the army and the navy, and these are the fundamental units of defense. The trouble is that the President has not proved his ability to direct the defense program. So, the argument is that there should be a cocommander-in-chief for defense, whose functions should be in the industrial, rather than the martial, arena of preparation.

That argument runs against itself: it would divide authority. The real solution of the problem of muddling and cross-purposes requires that the President be the head—and insists that he do not try to be the feet and arms and whole body of defense directing. It requires that the big boss engage the services of a score of technical superintendents who would, each of them, have the same sort of a part in the picture as the several experts on martial operations have—and it would be desirable, as it would be possible, that they have a bigger, better, and later knowledge of their jobs.

There probably would be a necessity that the industrial defense superintendents be coordinated and their functions correlated by an industrial chief of staff. But, such a supervisor should not be coequal to the big boss; rather he should be one of the technical superintendents, elected by the group, as a chairman, chosen for his ability to harmonize men's endeavors and for that purpose. The big trouble in all management groups is the reluctance of individuals to stay upon their own plane, and not dip into subordinates' work, and in their own sector, and not meddle in their colleagues' functioning.

The lack of directing force and ability; the lack of definite goals and closely defined channels; all that is needed to put unification in the defense program derives from two aspects of one fact—the aversion of business to national planning and the reluctance of governmental leaders to accept the only role in such planning for which they are fitted. There is national planning today. It is inescapable, and it is unsatisfactory and worse because its necessity has not been expounded and because, in spite of steady improvement, there is still too much politics in it.

—O-P-D—

Cooperation for Defense

The help that is needed by governmental leaders in their endeavors for defense was well presented to the National Wholesale Druggists Association in its annual convention last week. The men who explained this puzzle are not politicians; they are businessmen enlisted in the work of preparing and maintaining defense efforts. They are men who understand why business has not rushed to the work of defense, and why the public has not yet recognized its role in the defense program. In this understanding, those men could and did speak frankly, plainly, and to good effect.

It is desirable that all businessmen read what was told of defense needs at the NWDA meeting. It is good that they shall know that much of the urging to cooperation came from officials of the association who have learned what is to be done. Because both sides set up the same necessity and stressed the same desirability of government-business cooperation in the defense program, it is to be expected that this will be effected insofar as members of the association are concerned; for they are heedful of the advice of their leaders. It is still to be desired that they strive to implant throughout their spheres of activity similar recognition and acceptance of this necessity for work and for sacrifice.

The chief reason why businessmen and the public in general remain somewhat apathetic toward the necessities of their defense roles is that they do not know what these are; they have never been in a state of defense before. That is why there is such a wide feeling that only actual, "shooting" war will rouse the people to recognition and acceptance of what the defense program means. This is a sorry commentary on the statesmen and other public leaders of today. And the sorriest part of this is that these leaders are not lacking in ability to enthuse the people and to enlist them in almost any advocated cause: they lack the courage to make those listen and heed whose support is most essential. It is the leaders, not the people, who, apparently, must be bombed into acceptance of the fact, which they know full well, that the nation's welfare is handicapped by their political expediencies.

The men of OPM and the men of NWDA told well last week the need for cooperation between business and government. It is encouraging to read, as one can on another page, that the men of OPM are at least as antagonistic as are the men of NWDA to bureaucratically enforced or controlled participation in the work of defense. The men of OPM want to work with business, not on it. The men of NWDA—and the men of all business — are willing to work under that condition, if, when, and as they are told what is to be done.

—O-P-D—

A Bill for Freedom

Of course, most of the judicial applications of the "due-process" clause of the Federal constitution have had to do with "property"—and this interpretation has gone far and wide. The concomitant word, "liberty," has not had so much learned attention. This may be why it has been deemed necessary to introduce in Congress a bill (H. R. 5696) designed to enact:—

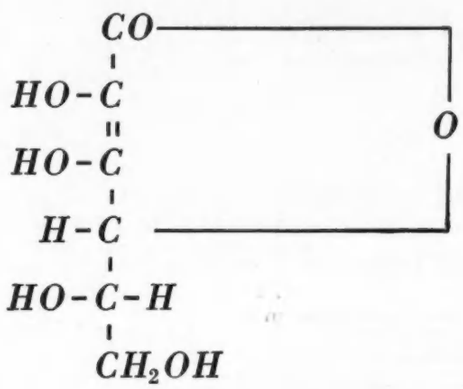
That, notwithstanding the provision of any other law or of any rule, regulation, or order of any officer or agency of the United States, it shall hereafter be unlawful for any individual, firm, corporation, or association, or for the government of any State or any subdivision thereof, or for any Federal agency or corporation, to require or to demand of, or to assist in demanding of, either directly or indirectly, any American citizen that he or she pay to any organization any sum of money or anything of value as a condition precedent to obtaining work or as a condition of remaining at work.

The fifth constitutional amendment provides that a person shall not be deprived of "liberty...without due process of law." Maybe "liberty" does not include freedom of choice or freedom from fear in labor. Apparently none cares or dares to lay that question frankly before the courts. Perhaps the labor relations law provides "due process" for the numerous deprivations. Congress should clarify the matter via H. R. 5696.

DEPENDABLE!

The manufacture of Pfizer Ascorbic Acid results from independent research, combined with engineering skill and operating efficiency. Our proven process and ample supply of raw materials insure uninterrupted production . . .

ASCORBIC ACID



Molecular Weight—176.06

Ascorbic Acid (l-Ascorbic Acid) is recognized as being Vitamin C. The U.S.P. and International Units of Vitamin C are defined as 0.05 mg. of ascorbic acid; 1 gram of ascorbic acid is therefore equal to 20,000 U.S.P. or International Units.

Manufacturing Chemists

PFIZER QUALITY Est. 1849

CHAS. PFIZER & CO., INC.

81 Maiden Lane, New York, New York 444 West Grand Ave., Chicago, Illinois

Manufacturers of
COPPER OXIDES
ROBERT A. COUPE, 260 Rhode Island Ave., Pawtucket, R.I.
Telephone PErry 3354

TETRA SODIUM
PYROPHOSPHATE
Made by an improved manufacturing technique in Victor's new plant . . . the largest of its kind in existence. Designed to meet the large scale demand for a product of uniformly high quality.
VICTOR CHEMICAL WORKS
141 WEST JACKSON BOULEVARD CHICAGO, ILLINOIS

PM Since 1905
PHOSPHORUS (Yellow) Produced in our own electric furnace using phosphate rock from our own mines.
PHOSPHORIC ACID 75% Pure Food Grade. Made from high quality elemental phosphorus.
"ELECTROPHOS". A superior quality of triple superphosphate of approximately 48% available P_2O_5. Almost white in appearance.
FLORIDA PEBBLE PHOSPHATE ROCK. Grades 77% B.P.L. and all standards to 68%. Also of special specifications—quality—calcining—grinding.
THE PHOSPHATE MINING COMPANY
110 William Street, New York Nichols, Florida

METOL
Sole Licensee Registered Trade Mark
TANNIC ACID, U.S.P. and Technical
GALLIC ACID, U.S.P. and Technical
ZINSSER & CO., Inc., HASTINGS-ON-HUDSON NEW YORK

SODIUM SULPHIDE
BARIUM CARBONATE
BLANC FIXE
BARIUM OXIDE
BARIUM CHLORIDE
BARIUM PEROXIDE
BARIUM HYDRATE
Manufactured by
BARIUM REDUCTION CORPORATION
OFFICE AND WORKS: SOUTH CHARLESTON, W.VA.

CHEMICALS Phibro METALS - ORES
SULPHURIC ACID
COPPER SULPHATE - Monyhydrated - Tribasic
TRI SODIUM PHOSPHATE - ZINC OXIDE, French Process
SODIUM FORMALDEHYDE SULPHOXYLATE
CAUSTIC SODA - SODA ASH - SODIUM SULPHIDE
Philipp Brothers, Inc.
BOSTON - 70 PINE STREET, NEW YORK - PROVIDENCE

Heavy Chemicals

Schedule for Various Grades of Refined Sulphur Revised —Commercial Alumina Sulphate Raised by One Producer —Heavy Alumina Hydrate Advanced—Magnesite Up

Price developments and Washington news was less of a factor in the market for heavy chemicals last week. Defense business continued brisk, with inquiries in excess of available supplies in a number of important materials. Sellers were more alert than ever to keep shipments down to minimum proportions to provide equitable distribution to all channels. Only occasionally was a complaint registered regarding inquiries in excess of actual requirements. The OPM in its efforts to curtail non defense output, ordered a sharp retrenchment in refrigerator production to be followed by curtailments in other consuming goods to preserve strategic raw materials.

Refined sulphur prices f.o.b. New York were advanced slightly to allow primarily for the higher transportation costs. This took in all grades, previously it was announced that rubbermakers commercial and refined grades were advanced. Reports from Baltimore indicated that new contracts for sulphuric acid in that area will be made at higher levels. So far no change has occurred in the schedule here. A producer lifted prices for heavy alumina hydrate and commercial alumina sulphate, while magnesite was higher.

The paper industry was preparing for the time when use of chlorine will be unobtainable, and was endeavoring to achieve maximum substitution and elimination wherever necessary in the use of chlorine.

Paper production, as a percentage of six-day capacity, was 105.2 in week ended September 27, according to the American Paper and Pulp Association. This compares with 103.8 in the previous week and 86.7 percent a year ago.

Alumina Hydrate.—Prices for heavy up ½c. making bags, car lots, works, 0310c. per pound. Market tight.

Alumina Sulphate.—One factor advanced commercial 10c. to basis of $1.25 for bags, car lots at the works. No change in iron-free. Brisk inquiry.

Aluminum.—Ceiling placed on scrap to reflect reduction from 17c. to 15c. per pound in price of primary aluminum, effective October 1.

Ammonia, Anhydrous. — Defense first, civilian needs allocated. Prices firm.

Ammonia, Aqua.—Offerings usually restricted. Prices rule firm.

Price Changes

Advanced

Alumina hydrate, heavy, ½c. per lb.
sulphate, comm'l., 10c. per 100 lbs.
Magnesite, cal. dom., $5 per ton.
Sulphur, refined, 5c. per 100 lbs.

Reduced

None

Comparative Values

Index numbers compiled from twenty-five typical chemicals on the basis of 100 for August 1, 1914, compare as follows:—

Last week.	Prev. week.	Last month.	Last year.
168.3	**168.3**	**167.9**	**154.7**

Index numbers compiled from twenty typical acids on the basis of 100 for August 1, 1914, compare as follows:—

Last week.	Prev. week.	Last month.	Last year.
109.0	**109.0**	**108.7**	**101.6**

Market news that may have developed after this report was sent to press will be found on page 4.

Calcium Chloride

Seasonal demand started sooner than usual for calcium chloride for use in control. The market was in a favorable position, although for a time during the summer shipments were delayed. A definite broadening in the miscellaneous uses, especially in air drying, has taken place. A good inquiry continued for concrete curing and treatment of coal, the latter was expected to broaden if any shortage of oil brought about increased need of coal for heating purposes.

Export business was well maintained, however; many inquiries have been turned down recently. The material is now subject to an export license. Shipments during the first six months this year totaled 14,971,156 pounds, against 11,651,818 in the like period a year ago. For the entire year 1940 exports amounted to 17,813,853 pounds, against 38,764,541 pounds in the 1939 year.

No official figures are obtainable on production for last year or probable output for this year. The Census Bureau reported 1939 production at 239,354 tons, including solid, flake and liquid, compared with 257,460 in the 1937 year.

Prices have been lowered since the start of the war. Quotations for the flake in car lots, bags, range from $20.50 to $35 per ton; less car lots $1.63 to $2.35 per 100 pounds. This compared with $22 to $35 per ton and $1.70 to $2.35, respectively, in September, 1939.

Ammonia Bicarbonate.—Prices remain firm and dealings steady.

Ammonia Nitrate.—Bulk continued to move for defense. Prices firm.

Ammonia Silicofluoride. — Prices nominal. Material scarce.

Ammoniac, Sal.—Good demand. No change in the prices.

Antimony Oxide.—Tight situation prevalent. Prices held firm.

Arsenic.—Movement of white steady. Prices display firmness.

Barium Carbonate.—Shipments lag with inquiries brisk. Prices firm.

Barium Chloride.—Steady interest. Prices held at same levels.

Barium Dioxide.—Supplies short. Prices very firm.

Bleaching Powder.—Shipments confined to regular channels. Quotations without change.

Calcium Acetate.—Market short. Prices firm.

Calcium Carbide.—Tight situation prevailed, with prices well sustained.

Carbon Bisulphide.—Quotations firm at recently established levels. Demand good.

Carbon Tetrachloride. — Shortage continues, offerings limited. Prices firm.

Chlorine.—Allocation continues with defense needs broad. Prices rule firm.

Cobalt Oxide.—Business prorated as a rule. Prices held firm.

Copper.—October allocations awaited. OPM imposed full priority control on copper scrap supplies.

Copper Salts.—Offerings small. Prices nominal.

Copper Sulphate.—Commercial consumption high, supplies tight. Prices firm.

Current prices on heavy chemicals are given in the alphabetical list of prices beginning on page 7

Association meetings:—

National Pest Corn Control Ass'n, San Francisco, Oct. 27-29.

Fluorspar.—Good inquiry. Pricewise a firm tone predominated.

Glauber's Salt.—Brisk demand. No change disclosed in the prices.

Lead Acetate.—Market tight. Prices held the same.

Lime.—Prices for various grades remain firm for fourth quarter. Good interest.

Magnesite.—Price for domestic calcined advanced $5 ranging from $72 to $80 per ton. Defense needs taking bulk of supplies.

Manganese Dioxide.—Steady withdrawals against contracts. Prices lack change.

Nickel Salts. — Offerings limited. Prices remain nominal. Nickel shortage for 1941 estimated at 40,000,000 pounds. Next year shortage expected to reach 60 to 70 million pounds. O.P.M. extended priority control to March 31, 1942.

Phosphorus.—Situation tight. Prices underwent no alteration.

Potash Carbonate.—Some delay in shipments, offerings confined to regular channels. Prices firm.

Potash, Caustic.—Market tight, shipments steady. Quotations without change.

Potash Permanganate. — Technical moved to defense channels, limiting supplies for other consumers. Prices held the same.

Salt.—Good demand. Prices were firm.

Saltcake.—Offerings well absorbed, with market position strong.

Saltpeter.—Withdrawals steady, and prices were firm.

Soda Acetate.—Supplies limited. Prices displayed a firm tone.

Soda Ash.—Buying broad. Quotations held firm.

Soda Bicarbonate.—Shipments moderately active. Prices unchanged.

Soda Bifluoride. — Stocks limited. Quotations held the same.

Soda, Caustic.—Market position firm, with buying steady.

Soda Cyanide.—Defense needs big factor. Prices firm.

Soda Fluoride. — Material scarce. Firm price tone prevailed.

Soda Hydrosulphite.—Business confined to regular channels. Prices firm.

Soda Nitrite.—Steady inquiry. Quotations underwent no change.

Soda Phosphate.—Market tight. Business brisk. Prices firm.

Soda Silicate.—Broad interest. Quotations failed to change.

Soda Silicofluoride.—Spot offerings negligible. Prices nominal.

Soda Sulphide.—Market remained tight. Prices unchanged and firm.

Sulphur, Refined.—Prices for all grades up 5c. f.o.b. New York. Quotations now listed on this basis instead of at the mine. Demand steady.

Tetrachlorethylene. Supplies scarce. Prices rule firm.

Tin Salts.—Prices appear stabilized. Offerings limited.

Zinc Sulphate.—Good movement against contracts. Prices firm.

Acids

Buying from defense channels held at high levels last week. A number of important acids remained in short supply and business was strictly allocated. Acetic and acetic anhydride continued scarce; chlorosulphonic moved directly for defense needs. Chromic and formic were in a tight position. Brisk inquiries prevailed for mixed, muriatic and nitric. Offerings of oxalic were limited. Phosphoric was in short supply, while shipments of sulphuric were held to regular contract accounts. Prices underwent no change, with the tone very firm.

Acetic.—Scarcity continued. Sellers adhering to recently established ceiling.

Acetic Anhydride.—Supplies allocated as a rule. Prices firm.

Chlorosulphonic.—Defense needs absorbed most of material. Prices unchanged.

Chromic.—Business held to normal needs. Prices firm.

Formic.—Market tight. Prices without change.

Gallic.—Buying moderate. Market position firm.

Lactic.—Technical prices unchanged. Good inquiry.

Mixed.—Shipments heavy. Prices firm.

Muriatic.—Brisk demand. Prices displayed firmness.

Nitric.—Defense needs big factor. Quotations rule firm.

Oxalic.—Supplies scarce. Prices remain firm.

Phosphoric.—Tight situation prevails. Prices without change.

Sulphuric.—Shipments held to contracts for normal needs. Prices unchanged and tone firm.

Baltimore, Oct. 1.—While the quotations on sulphuric acid have been marked up to $14 per ton for 60 degree and to $16 per ton for 66 degree acid, the situation with respect to supplies has not been decidedly changed. Producers, who had been turning part of their acid output into superphosphate have discontinued doing so for the reason that they can do better by disposing of their acid than by putting it into fertilizer. Oleum, which was also marked up $2 to $19 per ton, is showing the same firmness as acid.

Insecticides

Seasonal dullness characterized business in the market for agricultural insecticides and fungicides last week. Shipments in this section were negligible, and the bulk of the activity was confined to the Southern territory. Offerings of paradichlorobenzene continued restricted. Buying of lead arsenate was light and not much feature occurred in the market for calcium arsenate. Prices held at previous levels.

Calcium Arsenate.—Seasonal dullness prevailed. Prices unchanged.

Lead Arsenate. — Buying light. Prices without change.

Paradichlorobenzene. — Offerings limited. Pricewise a firm tone prevailed.

Resale Market

While inquiries in the resale market continued active, a further narrowing occurred in the offerings of most materials last week. Prices on the whole gave no indication of advancing further and in a few instances were slightly lower.

Chlorinated solvents were scarce, carbon tetrachloride ranged from 18c. to 20c. per pound; perchlorethylene, 35c. per pound, and trichlorethylene anywhere from 25c. to 30c. per pound.

Supplies of fluorides were difficult to locate on spot. Ammonia silicofluoride held at 25c., with ammonia bifluoride and fluoride at 20c. per pound. Soda silicofluoride ranged from 16c. to 25c. per pound.

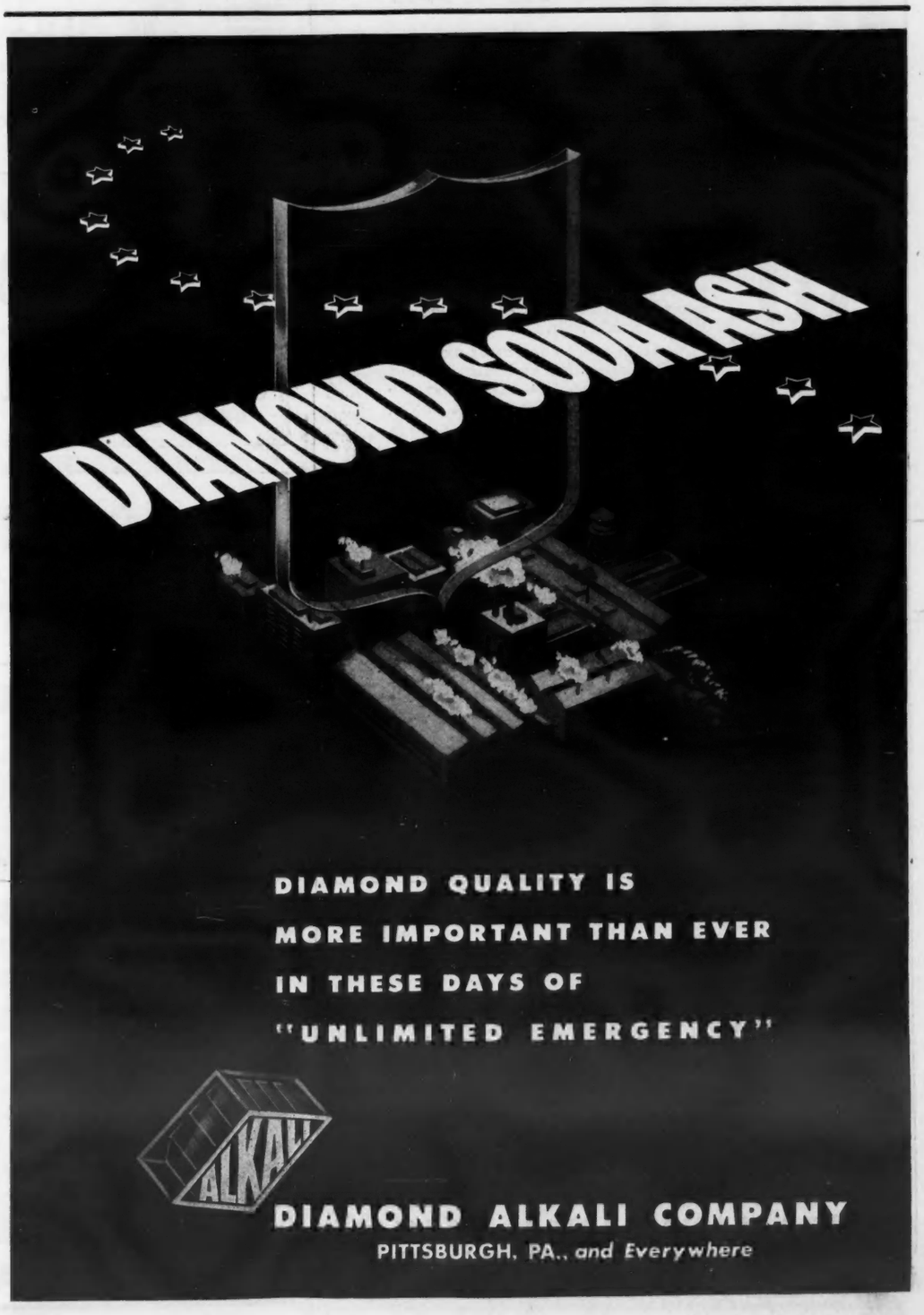
Barium chloride was quoted at 8½c. per pound; barium dioxide, 16c.; barium hydrate, 7¼c.; bleaching powder, 7c. to 8c.; cobalt oxide, $2.55; lead acetate, 13½c.; magnesite, $100 per ton; nickel salts, 33c.; phosphorus, red, 80c., and zinc sulphate, 7c. to 9c. per pound.

Potash compounds were not easy to find with carbonate at 9¼c. per pound; caustic, potash, 8½c.; potash chlorate, 45c. potash metabisulphite, 24c. to 25c.; potash permanganate, $1 to $1.25 per pound.

Only moderate offerings of sodium derivatives appeared; soda acetate, flake, 7c. to 8c. per pound; soda ash, $2.25 to $2.30 per 100 pounds; soda bifluoride, 20c. to 25c.; soda bisulphite, 8½c. to 10c.; caustic soda, solid, $4 to $4.25 per 100 pounds; flake, $4.30 to $4.50 per 100 pounds; soda chlorate, 35c. per pound; soda cyanide, 27c.; soda fluoride, 25c. to 27c.; soda hydrosulphite, 32c.; soda nitrite 8c. and soda sulphide, 10c. to 12c. per pound.

A few acids were offered in the outside market. Chromic was available at 20c. to 25c. per pound; formic, 35c.; hydrofluoric, 10c. to 15c.; oxalic, 35c. to 36c. and phosphoric, 85 percent, 25c. per pound.

Current prices on heavy chemicals are given in the alphabetical list of prices beginning on page 7



INDUSTRIAL CHEMICALS

AMERICAN-BRITISH CHEMICAL SUPPLIES, Inc.
180 MADISON AVE. Telephones: AShland 4-2265 and 4-2266 NEW YORK

THE ENEQUIST CHEMICAL CO., INC.

INDUSTRIAL CHEMICALS

DRUGS — OILS — WAXES

Inquiries Solicited

ENEQUIST CHEMICALS QUALITY

251 Freeman Street Brooklyn, N.Y.

There is not a commercial center of any importance in any part of the World where the Oil, Paint and Drug Reporter does not circulate.

Hydro Fluoric acid

HF HF HF HF HF HF

available in six strengths for ETCHING, CLEANING, BLEACHING

For etching and frosting electric light bulbs and other glass products, for pickling stainless steels and other metals, for bleaching straw and many other industrial purposes, it pays to specify hydrofluoric acid made by Pennsylvania Salt.

Made to meet your most exacting requirements, this hydrofluoric acid is available in five strengths for domestic users — 30%, 48%, 52%, 60% and 80%. For export, there is 71-75% acid. Shipment is in 13 gallon rubber drums for strengths up to and including 52%. 71% to 80% are packed in 20 and 55 gallon steel containers. 60% is packed both in rubber and steel containers.

Our representatives will be glad to advise you about profitable applications of hydrofluoric acid and other Penn Salt products in your plant. For full information, write to Pennsylvania Salt Manufacturing Co., Widener Bldg., Philadelphia, Pa.—New York • Chicago • St. Louis • Pittsburgh • Wyandotte • Tacoma.

Copyright, 1941—Pennsylvania Salt Mfg. Co.

Principal Penn Salt Products

Alum
Alumina
Aluminum sulphate
Ammonia, anhydrous and aqua
Ammonium persulphate
Asplit Cement
Bleaching powder
Carbon bisulphide
Carbon tetrachloride
Causplit Cement
Caustic Soda
Chlorine, liquid
Copperas
Ferric chloride
Hydrochloric acid
Hydrofluoric acid
Hydrogen peroxide
Kryolith
Kryocide
Mixed acid
Nitric acid
Orthosil
Penchlor Acid-proof Cement
Pennpaint
Pennsalt Cleaners
Pensal
Perchloron
Sal ammoniac
Salt
Salt cake
Soda ash
Sodium aluminate
Sodium bicarbonate
Sodium hypochlorite
Sulphuric acid
Superphosphate

PENNSYLVANIA SALT MANUFACTURING COMPANY
Chemicals

BARIUM HYDRATE and POROUS BARIUM OXIDE (Monoxide)

BARIUM AND CHEMICALS, Inc., Dept. A, Willoughby, Ohio
Successors to The J. H. R. Products Co. *Send for informative booklet*

BORAX—TECHNICAL GRADE
Powder and Fine Granular

SODIUM SESQUICARBONATE
Unrefined
Pacific Crystals
Laundry Soda

SODA ASH
Light and Dense

PACIFIC ALKALI COMPANY
523 W. 6th Street, Los Angeles, Calif.

ACE BRAND

CHARCOAL

HARDWOOD or WILLOW
KILN BURNED FORKED LUMP GRANULAR POWDERED

ALABAMA CHARCOAL COMPANY
Division of THOMPSON HAYWARD CHEMICAL COMPANY
KANSAS CITY, MO.

Cacodylic Acid and Salts

LExington 2-2445

Mercantile Import & Export Corp.
21 East 40th Street New York, N.Y.

Broken Rock
Roll Brimstone
Sublimed Flowers
Rubbermakers
Commercial Flour
Dusting
Wettable

SULPHUR

MANUFACTURED AT HOUSTON, TEXAS, BY

SOUTHERN ACID & SULPHUR CO., INC.
Office Rialto Building St. Louis, Mo.

SULPHUR

BORIC ACID : CARBON TETRACHLORIDE : BORAX : TITANIUM TETRACHLORIDE : SULPHUR CHLORIDE : SILICON TETRACHLORIDE CREAM OF TARTAR : SULPHURIC ACID : CAUSTIC SODA WHITING : TARTARIC ACID : LIQUID CHLORINE : SULPHUR TEXTILE STRIPPER : CARBON BISULPHIDE

Stauffer CHEMICALS SINCE 1880

STAUFFER CHEMICAL COMPANY
SAN FRANCISCO, CAL. - 420 LEXINGTON AVE., NEW YORK CHICAGO, ILL.

For Plating, Textile, Chemical, Fungicidal Uses

TC TENNESSEE CORPORATION

Copper Carbonate

(OVER 55% COPPER)

For platers (note higher copper content in this material) Easy to use. More economical. Two types available: dense, heavy grade; light fluffy grade.

Tennessee Corporation ATLANTA, GEORGIA LOCKLAND, OHIO

Chemical Workers And Payrolls Gain

—Continued from page 5

Detailed Comparisons

Employment

(100 = 1923-25 average)

	Aug., 1941.	July, 1941.	Aug., 1940.
Chemical	180.4	175.8	141.6
Cottonseed oil, cake and meal	71.4	63.4	52.4
Druggists' preparations	135.3	128.7	114.4
Fertilizers	90.6	91.0	81.1
Paint and varnishes	144.4	145.5	123.5
Petroleum, refined	128.0	127.4	122.7
Rayon and allied products	329.3	324.4	307.7
Soap	102.7	101.4	83.6

Payroll Totals

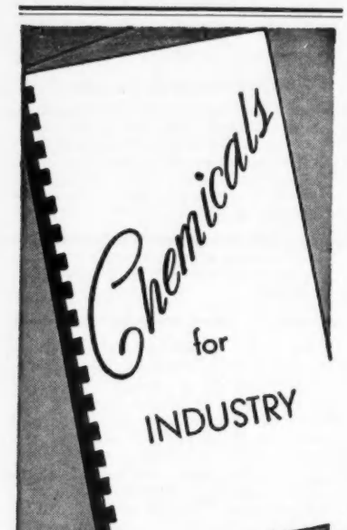
(100 = 1923-25 average)

	Aug., 1941.	July, 1941.	Aug., 1940.
Chemicals	246.8	239.7	169.3
Cottonseed oil, cake and meal	65.5	60.0	48.5
Druggists' preparations	167.8	162.8	127.1
Fertilizers	92.4	90.5	70.7
Paint and varnishes	171.3	173.2	132.1
Petroleum	158.5	157.2	137.4
Rayon and allied products	368.2	368.6	318.6
Soap	144.4	140.6	101.8

Data compiled by the Bureau of Labor Statistics for basic non-manufacturing industries related to the chemical industries afforded the following comparisons on the basis of the 1940 average:—

	Employment Aug., 1941.	Payroll Totals Aug. 1941.
Metalliferous mining	80.0	86.5
Quarrying and non-metallic mining	54.1	59.5
Crude petroleum producing	62.4	61.3
Dyeing and cleaning	118.5	91.6

American Chemical Society's membership now totals 28,525, it was reported last week.



A dependable source of supply for Fine and Heavy Chemicals

—

For quotations phone CHickering 4-6485

Pfaltz & Bauer, Inc.
EMPIRE STATE BUILDING, NEW YORK

OPM-OPA Chemical Personnel Appointed

—Continued from page 3

alpha-cellulose and miscellaneous unit; W. W. Odell, coaltar unit; H. H. Meyers, nitrogen unit; Felix Stapleton, heavy chemicals unit; W. G. Whitman, toluol unit; W. A. Nyland, naval stores unit; Frank H. Carman, synthetic rubber unit; G. J. Cox, military requirements section; and Warren S. Adams II, legal counsel.

The personnel of chemical branch of the Division of Civilian Supply of the Office of Production Management follows:—

Lawrence Brown, acting chief; Frank Talbott, business specialist; M. L. Griffin, business specialist; M. E. Clark, chlorine; E. M. Houts, plastics, linters, formaldehyde; G. William Fane, alcohol; Victor Boutin, potassium chemicals; O. E. Goddard, aniline and related products; H. J. Schnell, jr., paints; and Melvin Goldberg, fluorides and pharmaceuticals.

Priorities Division Opens More Offices

—Continued from page 4

ordinator for the Eastern area. Addresses of the new offices, and names of the district managers who will be in charge of them, follow:—

Indianapolis, Ind., Circle Tower building, Albert O. Eans;

Minneapolis, Rand Tower building, Willard F. Keisner;

Portland, Oregon, Bedell building, J. Fred Bergesch;

Salt Lake City, Utah Oil building, Ralph E. Bristol;

Houston, Texas, Federal Reserve Bank building, George L. Noble, jr.;

San Antonio, Texas, 415 West French place, Carl L. Pool;

Buffalo, N. Y., M & T Bank building, Paul R. Smith;

Jacksonville, Fla., Hildebrandt building, George H. Andrews;

Charlotte, N. C., Liberty Life building, J. E. MacDougall;

Baltimore, Baltimore Trust building, Theodore M. Chandlee;

Richmond, Va., Federal Reserve Bank building, Fred P. Wilmer.

Contract Division

Four of the new field offices being opened by the Contract Distribution Division of OPM are ready for business. These offices and their addresses are as follows:—

Columbus, Ohio, 305 Spahr building.
Indianapolis, Ind., Circle Tower.
Hartford, Conn., Phoenix Bank building.
Providence, R. I., Industrial Trust building.

Knowlson to Head Operators

J. S. Knowlson, of Chicago, has been appointed to be Deputy Director of Priorities in charge of operations. Mr. Knowlson succeeds Thomas B. McCabe, who will take up new responsibilities on the staff of Lend-Lease Administrator Edward R. Stettinius, jr. Mr. Knowlson is president and chairman of the board of directors of the Stewart-Warner Corporation.

Consumer Division

Appointment of four new members of the field staff, Consumer Division, Office of Price Administration, was announced today by Miss Harriet Elliott, Associate Administrator of OPA. The new field workers are:—John W. Edelman, of Arlington, Va., special consultant on the consumer problems of labor; Samuel Jacobs, of Detroit, Mich., and Mrs. Loretta Vrooman, of Des Moines, Iowa, regional representatives for the Midwest; and Mrs. Ethel P. Haselkorn, associate field representative for the New York and New England area.

A NEW PRODUCT!

NICHOLS
Triangle Brand
SUPER-FINE CRYSTAL COPPER SULPHATE
99% + Pure!

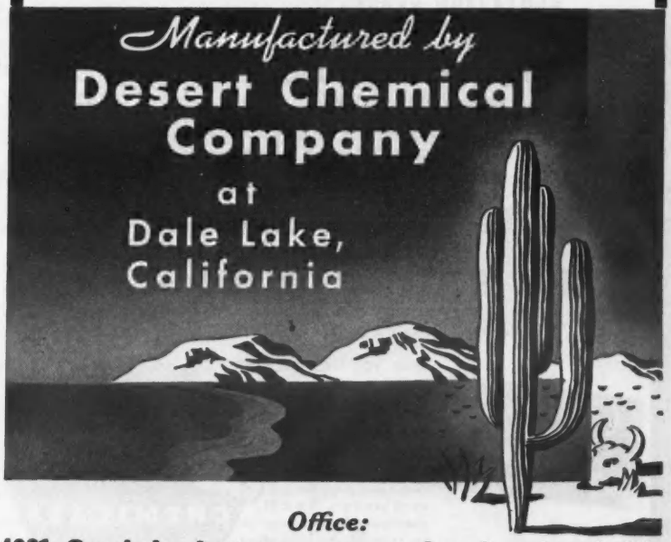
Not just another screened product, but an entirely *new* type copper sulphate made by a new process. Crystals are formed in vacuum, assuring thorough uniformity. Having about the consistency of coarse salt, *all crystals are one size.* Nichols Triangle Brand Super-Fine Copper Sulphate has excellent solubility, remains free flowing, will not cake in packages. Packed in latest type bags, 100 lbs. net. *There is no premium in price for this new Triangle Brand Super-Fine crystal!*

Nichols Triangle Brand Copper Sulphate is also obtainable in the following grades:
LARGE CRYSTALS, SMALL CRYSTALS, GRANULAR, "SNOW" AND "INSTANT," MONOHYDRATED (Full 35% Metallic Copper Content).

COPPER OXIDE (Red) • NICKEL SULPHATE
MADE BY
PHELPS DODGE REFINING CORPORATION
Refiners of Electrolytic Copper
Offices: 40 Wall St., New York, N. Y. • 230 N. Michigan Ave., Chicago, Ill.

SALT
(SODIUM CHLORIDE)
SALT CAKE
(SODIUM SULPHATE)

Manufactured by
Desert Chemical Company
at
Dale Lake, California



Office:
4031 Goodwin Avenue - Los Angeles, Calif.

SULPHURIC ACID
All Commercial Grades
AVAILABLE FOR SHIPMENT
SOUTHERN ACID & SULPHUR CO., Inc.
Rialto Building ST. LOUIS, MO.

TO CEYLON FOR TEA...

TO BARRETT FOR COAL-TAR CHEMICALS

PHENOL
CRESOLS
CRESYLIC ACIDS
XYLENOLS
TAR ACID OILS
NAPHTHALENE
(Industrial and household)
PHTHALIC ANHYDRIDE
CUMAR*
(Paracoumarone-Indene Resin)
RUBBER COMPOUNDING MATERIALS
COAL-TAR BASES
(Pyridine, Quinoline, Picolines, etc.)
PICKLING INHIBITORS
BENZOL
TOLUOL
XYLOL
SOLVENT NAPHTHA
HI-FLASH SOLVENT
FLOTATION REAGENTS
ANHYDROUS AMMONIA
HYDROGENATED COAL-TAR CHEMICALS
Cyclohexane 98-100%
Methylcyclohexane 98-100%
Cyclohexanol 98-100%
Methylcyclohexanol 98-100%
Cyclohexanone 98-100%
Methylcyclohexanone 98-100%

THE BARRETT COMPANY
40 RECTOR STREET NEW YORK, N. Y.
ONE OF AMERICA'S GREAT BASIC BUSINESSES

SEND FOR THIS BOOKLET
This 36 page, pocket-size booklet lists the many important Barrett Chemicals, and provides a fingertip reference of concise descriptions and uses for each product. We will gladly send your copy on request. No obligation.

Barrett CHEMICALS

*Trademark Reg. U. S. Pat. Off.

Coaltar Chemicals

Cresylic Acids, Cresols and Phenol Advanced in a Quarter —Leading Producer Raises Tank Price for Crude Naphthalene —August Byproducts Output About the Same as July Levels

Prices for tar acids, including various grades of cresylic acids, cresols and phenol, were advanced in a quarter of the market. Other factors were adhering to prices in force previously. A leading producer of crude naphthalene advanced tank price moderately, effective October 1. There were no indications of any increases covering the fourth quarter for various coaltar acids and intermediates. Some of the coaltar colors were firmer. Business continued to be governed by defense orders, and most materials were allocated accordingly. Labor trouble in one important producing channel brought further pressure on the market.

The production of byproduct coke from both furnace and merchant plants remained practically unchanged for July and August, although considerably above same month a year ago. Coke was produced at 85 plants of which 58 made benzol; 56 toluol; 31 naphthalene; 85 tar and 7 creosote oil. Production of the major byproducts, except naphthalene, showed little change over the preceding month. Naphthalene output dropped 6.4 percent and stocks on hand at the end of August declined 19 percent. Stocks of benzol and creosote oil rose above the July figures. Toluol stocks continued their downward trend, according to the Bureau of Mines.

August light oil recovery amounted to 20,327,936 gallons, against 20,326,068 in July and 19,171,154 gallons in August a year ago. For the first eight months recovery aggregated 157,321,490 gallons, compared with 140,975,694 gallons in the like period a year ago. Tar output totaled 61,623,498 gallons in August, contrasted with 61,617,837 in July and 58,116,752 gallons in August, 1940. For the first eight months this year production was 476,915,146 gallons, against 427,363,382 gallons in same period last year.

Price Changes

Advanced

Acid, cresylic, dom., 5c. per gal.
Cresols, U.S.P., ½c. per lb.
Special resin, ½c. per lb.
Naphthalene, crude, tanks, 25c. per 100 lbs.
Orthocresol, ½c. per lb.
Phenol, U.S.P., ½c. per lb.

Reduced

None

Comparative Values

Index numbers compiled from twenty typical coaltar products on the basis of 100 for August 1, 1914, compare as follows:—

Last week.	Prev. week.	Last month.	Last year.
128.5	127.7	127.7	127.1

Market news that may have developed after this report was sent to press will be found on page 4.

Basic Products

Benzol.—Market position firm. Shipments moved at a good pace. August output 11,627,247 gallons, against 11,319,000 in August a year ago. First eight months totaled 96,527,549 gallons, compared with 85,286,000 in preceding period.

Coaltar.—Shipments moved steadily against contracts. Prices remain unchanged and firm.

Creosote Oil.—Good demand. Pricewise a firm tone predominated. August recovery 3,002,426 gallons against 3,012,338 in July; stocks increased 12.4 percent over previous month.

Cresols.—One quarter advanced prices ½c. making U.S.P. 10¾c. to 11¼c. and special resin grade 9¾c. to 10¼c. per pound. Market position tight.

Cresylic Acid.—One factor advanced various grades 5c. per gallon to the basis of 81c. to 83c. per gallon. Buying brisk, with offerings restricted.

Naphthalene.—A leading producer raised crude, effective October 1, 25c. for tanks making 74-degree $2.50 and 78-degree $2.75 per 100 pounds. Offerings well absorbed. August output crude and refined 7,243,793 pounds, against 6,773,000 pounds in August, 1940. Stocks end of August declined 19 percent over preceding month.

Phenol.—Prices in one quarter quoted ½c. higher, making tanks 12c. per pound; car lots, 13c.; less car lots, 13¾c. to 14¾c. per pound. Demand broad and supplies limited.

Pitch, Coaltar.—Dealings routine. Prices displayed firmness.

Toluol.—Shipments moving direct to defense channels. Prices were unchanged and firm. August recovery, 2,503,630 gallons, against 2,324,000 gallons in August a year ago. Eight months' output 19,014,613 gallons.

Xylol.—Supplies remain limited and offerings restricted. Prices rule firm.

Chicago.—Movement of virtually all grades of coaltar bases is reported good, and tone of the market in general remains strong. Ruling prices, exclusive of tax, are:—Benzol, 90 percent, 14c. to 15c. per gallon; motor benzol, 8c. to 9c.; toluol, 27c.; 10-degree xylol, 26c.; solvent naphtha, 26c.; creosote oil, grade 1, 13½c. to 14c.
13°c. to 14c.

Coaltar Acids

Anthranilic.—Market position tight, and offerings limited.

Benzoic.—Shipments confined to regular channels as a rule. Prices firm.

Broenner's.—Demand routine. Prices underwent no change.

Cleve's.—Usual consumers provided a steady replacement interest.

Fumaric.—A good volume of busi-

Sulphanilic Acid

Dyestuff manufacturers experienced more difficulty obtaining supplies of sulphanilic acid pricinpally because of the scarcity of anilin. Direct government purchases of anilin for defense, with prospects for even broader consumption, did not augur well for any immediate relief. Output of anilin has been expanded, but all additional supplies will be absorbed in defense work, leaving little or no surplus for other consumers.

The latest figures released by the Tarriff Commission placed production of sulphanilic acid and salts during 1940 at 1,941,126 pounds, as compared with 1,878,982 pounds in the 1939 year. No official estimates were available on this year's output in view of the raw material situation.

Sulphanilic acid requires an export license. However, it is doubtful whether any shipments have been made recently in view of the domestic demand. No data is available on exports as the material is not specifically classified.

A long period of price stability prevailed in the market. No change took place in some time. The technical grade has been quoted at 17 cents per pound, and the same price was in force before the outbreak of the war.

Current prices on coaltar products are given in the alphabetical list of prices beginning on page 7

ness continued, and prices were the same.

Gamma.—Market firm, while buying was moderately active.

H.—Transactions routine. No change occurred in the price.

Laurent's.—Moderate demand kept the market in satisfactory position.

Maleic.—Offerings restricted, with inquiries exceeding available supplies. Prices held unchanged.

Picramic.—Inquiries about normal, while prices held at previous levels.

Picric.—Defense needs take most of output. Prices rule firm.

Salicylic.—Market in tight position, and business usually allocated. Prices rule firm.

Tobias.—Withdrawals steady. Market in sold up position.

Other Intermediates

Alphanaphthal. — Market position firm, and buying steady.

Anilin. — Supplies scarce, defense needs taking large quantities. Prices firm.

Anthraquinone.—A good demand prevailed, and market was in strong position.

Benzaldehyde.—Offerings of technical well absorbed. Price tone firm.

Benzidine Base.—Shipments steady. Prices displayed firmness.

Betanaphthol. — Market position tight, offerings usually limited.

Betanaphthylamine. — Inquiries steady. Prices underwent no alteration.

Dimethylanilin. — Supplies remain tight. No change developed in the quotations.

Dinitrobenzene.—Business confined to regular channels. Prices held firm.

Dinitrochlorobenze. — Shipments moved steadily and market was firm.

Dinitrophenol. — Inquiries brisk. Pricewise a firm tone predominated.

Dinitrotoluene. — Supplies limited, and offerings usually restricted. Prices rule firm.

Diphenyl.—Shipments moved at a good pace, while prices held the same.

G. Salt.—Transactions routine. No change occurred in the prices.

Metanitroparatoluidin. — Inquiries usually exceeded available supplies, and business was allocated.

—Continued on page 40

N.Y. Production Club Hears About Camouflage

The largest number of members and guests ever to appear at a monthly dinner meeting of the New York Paint and Varnish Production Club was present October 2 to hear an address by Major Peter Rodyenko, U.S.A., on "Modern Protective Concealment for Civilian Establishments." Attendance reached 183.

Major Rodyenko discussed modern technique of camouflage and described methods being employed by the government at its experiment station, Fort Belvoir. The basic principles of camouflage, according to Major Rodyenko, are concealment, confusion of identity and use of decoys.

In World War I the most common method of camouflage was the blending of an object into the surrounding terrain by the use of paint. This was satisfactory in that it distorted human vision. Modern methods, however, must protect against aerial photographs, and Major Rodyenko illustrated with slides how an object painted into the surrounding terrain will cast no shadow and therefore appear as a plain white space in an aerial photograph.

The most important development in modern camouflage methods is the use of texture, according to Major Rodyenko. Texture of the materials used for concealment must be of a nature to reduce visibility, he said. He showed that, although painting an object into the terrain is not effective because it will fail to cast a shadow inclusion in the paint of rough objects, such as wood shavings, will be satisfactory because the wood shavings will cast the necessary shadows and appear as dark as the surroundings in a picture. The use of nets, shrubbery and other decoys were found effective because they absorb light, rather than reflect it as paint does and therefore do not appear conspicuous on aerial photographs.

Major Rodyenko urged more intensive study of camouflage methods and technique, which, he said, were far from perfect at present. He urged paint chemists to experiment with texture paints using heavy fillers. He warned, however, that camouflage paints must have a minimum of reflectivity, must be durable, must reject heat and infra-red rays of the sun, must be water-soluble, must be suitable for mixture by unskilled labor, and should, if possible, be efficient with application of one coat.

Paint Conventions Transportation Arranged

Transportation facilities have been arranged for the annual conventions in Chicago of the Federation of Paint and Varnish Production Clubs, October 27-28, and the National Paint, Varnish and Lacquer Association, October 29-31. The transportation committee has reserved special sleeping cars with club lounge and dining car service to operate New York to Chicago on the following dates:—

Saturday, October 25
"Production Club Special"
The "General"

Lv. New York	4:40 p.m.
Lv. Newark	4:55 p.m.
Ar. Chicago (Sun., Oct. 26)	8:40 a.m.

Tuesday, October 28
"Paint Club Special"
The "General"

Lv. New York	4:40 p.m.
Lv. Newark	4:55 p.m.
Ar. Chicago (Wed., Oct. 29)	8:40 a.m.

For reservations either on the above trains or on any other date that it may be necessary for you to select, send your application to Earl W. Biddle, passenger representative at 390 Seventh avenue, New York. He may be reached by telephone at PEnnsylvania 6-6000, extension 2447.

Textile Chemists To Meet October 31

—Continued from page 5

"Defense Problems from the Mill Man's Viewpoint," Winn W. Chase, associate editor, *Textile World*.

"Purchase and Inspection of Textiles for the Army," by Lieut. Colonel Vere Painter, Philadelphia Quartermaster Corps, War Department.

"Textiles from the Navy Standpoint," Lieut. R. G. Buck, S.C., U.S.N., Brooklyn Naval Clothing Depot.

"Production of Wools of Unusual Properties Through Modification of Their Chemical Structures," Dr. Milton Harris, Textile Foundation, National Bureau of Standards, Washington.

Hosiery

"The Dyeing of Army Socks," S. M. Hamilton, Holeprof Hosiery Company.

"The Throwster Serves the Silk Hosiery Industry Without Silk," George Urlaub, textile consultant.

"The Dyeing of Nylon Hosiery," P. H. Stott, technical laboratory, E. I. du Pont de Nemours & Co.

"The Manufacturing of Full Fashioned Hosiery in Relation to the Finish," Joseph Kelly, May Hosiery Mills.

"The Dyeing and Finishing of Full Fashioned Hosiery," Virgil T. Hartquist, Wayne Knitting Mills.

Light Fading Clinic

"Fundamental Concepts in Fade-Ometer Design and Operation," E. H. Harvey, Atlas Electric Devices Company.

"The 'National' Accelerated Fading Unit," C. G. Ollinger, National Carbon Company.

"Action of Accelerated Fade Tests on the Color of Wool Fabrics," J. J. Glenn, Sidney Blumenthal Company.

Wood Methanol Price Ceilinged at 60 Cents

—Continued from page 4

tions of fifty gallons or more, and prices are the same for all four grades—denaturing, pure, 95 percent, and 97 percent.

The OPA said synthetic methanol is not subjected to the ceiling because prices have been orderly through the first quarter of this year. The leading producers announced a 2 cents reduction for the fourth quarter and all four important synthetic producers have agreed not to advance prices without 30 days notice to the OPA.

Frank P. McGhan, with the Pittsburgh Plate Glass Company for ten years, has joined the National Chemical & Manufacturing Company, Chicago. He will represent the company in Virginia, West Virginia and the District of Columbia.

KOPPERS Tar Bases

PYRIDINE—2° and denaturing grades, as well as special fractions as required.

PICOLINES—2° alpha picoline and 3° beta picoline, gamma picoline, alpha alpha lutidine fraction.

LUTIDINES—3° alpha alpha lutidines, picoline fraction.

Also higher-boiling pyridine bases.

QUINOLINE—2°
Also higher-boiling quinoline bases.

OTHER KOPPERS CHEMICALS AND SOLVENTS

Coal Tar Solvents: Benzol (All Grades) . . . Toluol (Industrial and Nitration) . . . Xylol (10° and Industrial) . . . Solvent Naphtha (Including High Flash).

Tar Acids: Phenol (82% and 90% and 39° Melting Point Pure) . . . Cresol (U.S.P., Resin and Plasticizer Grades) . . . 3° Meta Para Cresol . . . Cresylic Acid (Many Distillation Ranges) . . . Tar Acid Oils.

Naphthalene (Crude and Refined)

Shingle Stain Oil . . . Refined Tars . . . Pitch Coke . . . Industrial Coal Tar Pitches . . . Flotation Oils . . . Creosote.

OTHER KOPPERS PRODUCTS

Coal Tar Roofing Materials . . . Waterproofing and Dampproofing Materials . . . Tarmac Paving Materials . . . Bituminous Base Paints . . . Coal . . . Coke . . . Benzol Recovery Plants . . . Naphthalene Removal Apparatus . . . Sulphur Recovery Apparatus . . . Phenol Removal Apparatus . . . By-Product Recovery Apparatus . . . Fast's Self-aligning Couplings . . . Piston Rings . . . Valves . . . Pressure-treated Lumber.

KOPPERS COMPANY

TAR AND CHEMICAL DIVISION · PITTSBURGH, PA.

Textile Chemists Study Army Uniform Fastness

—Continued from page 5

elimination was used to reduce the 150 dye combinations submitted, to five that appeared to give the most desirable fading characteristics in the 10, 20 and 30 day weather tests. Of the five selected, four were eliminated for the present because of some question as to the availability of some of the dyes used.

The committee then proposed that a commercial piece of fabric should be prepared using the dye formula selected and exposed to weather for 10, 20 and 30 days along with samples submitted by the Quartermaster Depot. It was also agreed that one of the next best dye combinations should be made up into a commercial fabric and tested at the same time.

Elasticity and Plasticity Seminar Meetings Set

The Department of Chemistry of the Polytechnic Institute of Brooklyn announces a series of seminar meetings on "Elasticity and Plasticity" under the joint leadership of Prof. Hermann Mark, Prof. Wm. H. Gardner, and Dr. Robert Simha. It is planned to hold these seminars on alternate Saturdays from 11 a.m. to 1 p.m., with the first meeting on October 18. All interested chemists are invited to attend and participate in the discussions.

Western Drug Groups Hold Golf Tourney

Detroit, Sept. 29, 1941

The Allied Drug and Cosmetic Association of Michigan, of which A. S. Bedell is president, captured the Fort Dearborn Trophy in its annual inter-city golf tournament with the members of the Chicago Perfumery and Extract Association and the Chicago Drug and Chemical Association. Mr. Bedell presided at the dinner following the tournament. This marks the fifth year that the Chicago and Detroit associations have met on the links.

A. S. Bedell *President A.D.C.A.M.*

The Chicago group plans were arranged by R. A. Holland, Walter Ney, J. A. Gauer, R. Morris and David Olin. Planning in Detroit was in the hands of Charlie Farmer, Jeff Snyder, Gerry Carlisle, Hank Royce and Jack LaRue.

Textile Technologists Meet

The American Association of Textile Technologists was addressed at a meeting in this city October by A. F. Hinrichs, Commissioner of Labor Statistics, Washington. He discussed "Trends in Family Consumption of Textiles."

Owens-Ill. Plans Tex. Unit

Owens-Illinois Glass Company, Toledo, has awarded a contract for construction of a glass container factory on a 52-acre tract in Waco, Tex.

Dr. Albert E. Chandler, professor of chemistry at Occidental College, Los Angeles, Calif., since 1909, has retired.

Coaltar Chemicals

Other Intermediates

—Continued from page 39

Monochlorobenzene. — Tightness characterized the market. Prices firm.

Nitrobenzene.—Business usually held to regular channels. Prices lacked change.

Orthoanisidin. — Selling restricted and market position firm.

Orthochlorophenol.—Firm tone predominated and inquiries were brisk.

Orthocresol.—One quarter raised prices ½c. ranging from 17½c. to 18c. per pound. Business usually allocated.

Orthodichlorobenzene.—Tight situation still evident, selling restricted. Prices unchanged.

Orthonitroanilin.—Steady demand. Prices underwent no alteration.

Orthonitrotoluene.—Defense needs factor in restricting supplies. Prices firm.

Parachlorophenol.—Shipments moved steadily and market tone firm.

Paranitrophenol. — Inquiries brisk. Prices ruled firm.

Paratoluidin.—Tightness characterized the market, while prices held firm.

Phthalic Anhydride.—Business on allocated basis. Prices failed to change.

Thiocarbanilide.—Selling limited to regular channels. Prices without change.

Xylidine.—Market position tight. Prices unchanged and firm.

Coaltar Colors

A firmer price tone was evident for several coaltar colors. Advances covering the fourth quarter contracts occurred in some of the colors, including Bismark Brown, Alizarin blue and crystal violet. A strike in one of the plants of a leading producer caused considerable concern when the closing of the plant brought about a cessation in shipments. Meanwhile inquiries remained at an active level, with delays encountered in not a few instances.

Resale Markets

A small amount of business was transacted in the resale market for coaltar chemicals last week. It was daily becoming more difficult to obtain any offerings regardless of price. There was no outside market for various intermediates, while only a few basic products and acids were quoted.

Benzol, including drums, passed at 30c. per gallon. Small lots of phenol offered at 26c. per pound, while toluol held around 50c. per gallon. Naphthalene flake sold at 10c. per pound. Imported cresylic offered at $1.65 per gallon. Phthalic anhydride was scarce and higher at 55c. to 60c. per pound. Technical grade salicylic acid was firmer at 53c. to 55c. per pound.

Potato Starch Plants To Be Opened in Idaho

The Magic Valley Processing Company, Twin Falls, Idaho, and the Idaho Potato Starch Company, Blackfoot, Idaho, are expected to get their white potato starch plants in operation this month. Both plants will have a daily production capacity of ten tons.

Low Temperature Carbonisation, Ltd.
ENGLAND

Largest manufacturers in the World of low temperature tar acids of the highest possible degree of purity and efficiency.

A considerable proportion of the output is already being exported to North and South America for disinfectants, germicidal products and plastics, in addition to the special high efficiency flotation grade for the mining industry.

This is the first time in history that highly refined tar acids of this type have been made available on a large scale, and remarkably good results are being obtained by our many American buyers.

Please send us a note of your requirements with full particulars to our Sales Agents:—

TAR RESIDUALS, LTD., "Garthlands," Reigate Heath, SURREY, ENGLAND

What You Can Use

Guide to Materials That Are Suitable for Various Purposes in Chemical Converting, Compounding, and Processing Industries

Fully protected by Copyright

Three-hundred-ninety-fourth instalment

Plastics

Solvents Used in Making Plastics

(Continued from September 29 issue)

Butyl acetate, normal
Butyl acetate, secondary
Butyl acrylate
Butyl alcohol
Butyl alphacrotonate
Butyl butyrate
Butyl citrate, normal
Butyl ethylcarbonate
Butyl formate
Butyl lactate
Butyl oxalate
Butyl propionate
Butyl tartrate
Butylcarbitol
Butylcarbitol acetate
Butylcellosolve
Butylcellosolve acetate
Butylglycol
Butylpentaerythritol
Calcitone
Carbitol
Carbitol acetate
Carbon tetrachloride
Carboxylic acid esters of 2-butyloctanol
Carboxylic acid esters of 2-ethylbutanol-1
Cellosolve
Cellosolve acetate
Chloral alcoholate
Chloralphenol
Chlorobenzyl alcohol
Chloroform
Chlorohydrin
Coaltar hydrocarbons
Coaltar naphtha
Cresyl acetate
Cresyl ether
Cyclohexane
Cyclohexanol
Cyclohexanol acetate
Cyclohexanone
Cyclohexanyl acetate
Cyclohexene-1-one
Cyclopentanol
Decamphored turpentine oil
Dekalin
Depanol
Diacetin
Diacetone alcohol
Diatol
Diamylene
Dibutyl oxalate
Diputyl phthalate
Dibutyl tartrate
Di-2-butyloctyl phthalate
Di-2-butyloctyl succinate
Dichloroacetone
Dichlorobenzene
Dichloroethyl ether
Dichloroethylene
Dichlorhydrin
Dicresylglyceryl ether
Dicyclohexyltoluenesulphonamide
Diethyl carbonate
Diethyl ketone
Diethyl oxalate
Diethyl phthalate
Diethyl tartrate
Diethylamine
Diethylbarbituric acid
Di-2-ethylbutyl phthalate
Di-2-ethylbutyl succinate
Diethylcarbitol
Diethyl-1:4-dioxane
Diethyldiphenylurea
Diethylene oxide
Diethylglycol monoacetate
Diethylmalonylurea
Diformin
Dihydroxydiphenyldimethylmethane
Diglycol diacetate
Di-isobutyl ketone
Dimethyl phthalate
Dimethylcyclohexanone
Dimethylcyclohexanone oxalate
2:4-Dimethyldimethylene dioxide
Dimethyl-1:4-dioxane
Dimethylene dioxide
Dioxan
1:4-Dioxane
Dipentene
Diphenyl ether
Diphenylglyceryl ether
Dipropyl ketone
Dissolvan Ca and DN
Epichlorhydrin
Epidiformin
Epiformin
Erythritol
Erythritol acetate
Erythritol benzoate
Erythritol formate
Erythritol maleate
Erythritol nitrate
Erythritol oxalate
Erythritol phthalate
Esters of 2-butyloctanol
Ethanol, anhydrous
Ethyl acetate
Ethyl acetoacetate
Ethyl acetylglycollate
Ethyl acetylsalicylate
Ethyl alcohol, anhydrous
Ethyl benzoate
Ethyl benzene
Ethyl butylcarbonate
Ethyl butyrate
Ethyl chloroacetate
Ethyl chlorostearate
Ethyl dicresylphosphate
Ethyl ether
Ethyl formate
Ethyl lactate
Ethyl oxybutyrate
Ethyl propionate
2-Ethylbutyl acetate
Ethylene chloride
Ethylene dichloride
Ethylene oxide
Ethylenechlorhydrin
Ethyleneglycol monoacetate
Ethyleneglycol monoethylether
Ethylglycerolchlorhydrin
Ethylglycol
Ethylglycol acetate
Ethylidene acetobenzoate
Ethylidene diacetate
Ethylideneacetone
Ethylideneglycerol
Fenchone
Formic acid ethylester
Formosol
French turpentine
Furfural
Furfuryl alcohol
Fusel oil
Gasoline
Glycerin
Glyceryl acetate
Glyceryl benzoate
Glyceryl cinnamate
Glyceryl formate
Glyceryl maleate
Glyceryl nitrate
Glyceryl oxalate
Glyceryl phthalate
Glyceryl salicylate
Glyceryl succinate
Glycol benzoate
Glycol cinnamate
Glycol diacetate
Glycol esters
Glycol ethers
Glycol monoacetate
Gum turpentine spirit
Heptane
Hercosol
Hexahydrocresols
Hexahydrophenols
Hexalin acetate
Hexalin alcohol
Hexane
Hexyl acetate, secondary
Hexyl-(2-ethylbutyl) acetate
Hexyl-(2-ethylbutyl) alcohol
Hi-flash naphtha
Hydroterpin
Hydroxybenzyl alcohol
Indene
Indian turpentine
Industrial spirits
Iodohydrin diacetate
Isoamyl citrate
Isoamyl tartrate
Isobutanol
Isobutyl acetate
Isobutyl alcohol
Isobutyl citrate
Isobutylethyl ketone
Isoprene
Isopropanol, anhydrous
Isopropanel, anhydrous
Isopropyl acetate
Isopropyl alcohol
Isopropyl lactate
Isopropylideneglycerol
Lactic acid butylester
Lactol spirits
Lactones of oxyfatty acids
Mesityl oxide
Metacresyl butyrate
Metacresyl isovalerate
Metaxylene
Methanol, anhydrous
Methyl acetate
Methyl acetoacetate
Methyl benzoate
Methyl chloride
Methyl chloroacetate
Methyl ethers of ethyleneglycol
Methyl formate
Methyl lactate
Methyl phthalate
Methylacetone
Methylamine
Methylamyl acetate
Methylamyl alcohol
Methylanone
Methylbenzoyltrichloroanilin
Methylbenzylchloroanilin
Methylcarbitol
Methylcarbitol acetate
Methylcellosolve
Methylcellosolve acetate
Methylcyclohexanol
Methylcyclohexanol acetate
Methylcyclohexanol betamethyladipate
Methylcyclohexanol phthalate
Methylcyclohexanol stearate
Methylcyclohexanone
Methylcyclohexanone, isomeric
Methylcyclohexyl acetate
Methylenechlorhydrin
Methylethyl ketone
Methylethylene monopalmitate
Methylethyleneglycol
Methylfurol
Methylglycol
Methylglycol acetate
Methylglycolchlorhydrin
Methylhexalin
Methylhexalin acetate
Methylideneglycol
Methylisobutyl ketone
Methyl-normal-amyl ketone
Methyl-normal-butyl ketone
Methyl-normal-hexyl ketone
Methylorthotoluylenediamine
Methyloxybutyl acetate
2-Methyl-2-pentanol-4-one
Methylphenyl ether
Methylpropyl carbinol
Methylpropyl ketone
Mineral spirits
Mixed higher etherified alcohols and their derivatives
Monoacetin
Monoacetylethylanilin
Monochlorhydrin
Monochlorhydrin diacetate

(To be continued)

Dyestuffs, Textile and Leather Chemicals

Shipments of Tapioca and Sago Flour From Far East Improved —Potato Starch Tight—Good Inquiry for Tanning Materials —Corn and Egg Products Purchased Heavy by Government

Price stability continued to characterize the market for dyestuffs, textile and leather chemicals last week. Spot prices failed to fluctuate in either direction, and indications were that most materials have reached peak levels for the present at least. A broad buying interest was manifest in most materials that could be secured. In some imported items it was difficult to arrange shipments, although in the case of some starches a better situation prevailed.

Tapioca and sago flour were offered more freely because of the ability to arrange shipping space from the Far East. This condition was expected to prevail for the remainder of this month. A tighter position was evident for potato starch because of the in-between seasons for one thing, and the desire of some farmers to withhold potatoes from starch mills in view of the rising prices. Government buying of corn sugar, corn starch and egg products continued unabated. Large shipments of eggs arrived from Argentina recently to be used for drying purposes.

Raw tanning materials met with a good inquiry. Divi-Divi was in demand, but shippers in primary markets have been reluctant to send supplies at this time. Some mangrove and wattle barks have been arriving. No myrobalans, sumac or valonia are available because of shipping difficulties.

Chemicals

Alumina Acetate.—Offerings remain limited. Market position firm.

Alumna Chloride.—Steady interest, market position tight.

Antimony Salts.—Supplies small. Prices held firm.

Chrome Acetate. — Market firm, while offerings were limited.

Potash Bichromate.—Shipments allocated to regular consumers. Prices rule firm.

Potash Prussiate.—Shipments steady. Pricewise a firm tone predominated.

Soda Bichromate.—Demand active, while offerings were restricted to normal requirements against contracts. Prices firm.

Soda Prussiate.—Market position favorable, and buying held steady.

Sulphonated Oils.—Prices for various grades of castor advanced ½c., reflecting advance in basic material; tallow held firm. Demand brisk.

Zinc Dust.—Business usually pro rated among regular trade. Prices were firm.

Spruce Extract

A broader demand from the leather industry tightened the market for some grades of spruce extract in recent weeks. A great many consumers have found it necessary to switch to spruce extract as a substitute for imported materials that have been cut off since the war. No new business or export inquiries have been excepted in recent months, and only regular consumers' needs were supplied.

One leading manufacturer of spruce extract experienced difficulty in keeping pace with the demand. Supplies of powdered material are limited and material is sold ahead for at least thirty days, while deliveries on the liquid are about ten days behind. While some efforts are underway to expand production, difficulty has been encountered in securing necessary equipment to go ahead with the work.

Prices were advanced ½c. last July, the first in some time to take care of the advanced costs in labor, material and taxes. The regular in tanks is quoted at 1¼c. per pound; powdered, 4c. per pound in carlots and super in tanks at 1½c. per pound.

Price Changes

Advanced

Castor oil, sulphonated, ½c. per lb.

Reduced

None

Comparative Values

Index numbers compiled from nineteen typical dyestuffs on the basis of 100 for August 1, 1914, compare as follows:—

Last week.	Prev. week.	Last month.	Last year.
245.3	245.3	235.9	144.6

Market news that may have developed after this report was sent to press will be found on page 4.

Dyestuffs

Annatto. — Dealings routine. No change occurred in the prices.

Cochineal. — New business dull. Quotations rule unchanged.

Fustic.—Buying steady. Pricewise a firm tone prevailed.

Hypernic.—Good inquiry. Prices held at previous levels.

Indigo.—Withdrawals conservative. Quotations remain firm.

Logwood.—A good replacement interest continued, and prices were firm.

Madder Dutch.—Market quiet. Prices lacked change.

Turmeric.—Spot offerings limited, and quotations ruled firm.

Sizing Materials

Albumen, Blood.—Buying steady, and market in tight position. Prices unchanged.

Albumen, Egg.—Government buying big factor. In week ended September 27 government purchased 1,566,375 pounds. Prices held unchanged.

Corn Sugar.—Last week government purchased 1,350,000 pounds. Market position firm.

Dextrin, Corn.—Inquiries and shipments steady. Quotations without change.

Dextrin, Potato.—Market firm. A good buying interest continued.

Egg Yolk.—No change occurred in the prices. Market tight, and demand good.

Sago Flour.—Arrivals from Far East relieved market somewhat. Prices held the same.

Starch, Corn.—Purchases by government remained heavy with 32,480,000 pounds bought in week ended September 27. Prices unchanged and firm.

Starch, Potato.—Prices well sustained. Market in strong position.

Starch, Rice.—Satisfactory replacement demand. Prices failed to change.

Current prices on dyestuffs and tanstuffs are given in the alphabetical list of prices beginning on page 7

Association meetings:—

American Ass'n Textile Chemists and Colorists, Oct. 31-Nov. 1, Pinehurst, N. C.

centers more frequently. Prices unchanged.

Starch, Wheat.—Commitments moderately active. Quotations rule the same.

Tapioca. — Offerings better with shipments coming from the primary

Tanning Materials

Chestnut Bark.—Shipments moved steadily against contracts. Prices firm.

Cutch.—Offerings limited to regular consumers. Prices unchanged.

Divi-Divi.—Good inquiry, but shipments from primary centers limited.

Gambier. — Spot offerings small. Prices remained nominal.

Hematine.—Moderate demand from usual channels. Prices unaltered.

Mangrove Bark. — Good interest. Pricewise no change took place.

Oakbark.—Volume held steady, and market position was firm.

Osage Orange.—A moderate amount of replacement buying occurred.

Quebracho.—Active inquiry. Prices retained their firmness.

Quercitron. — Satisfactory interest. Prices held at previous levels.

Wattle Bark.—Arrivals well absorbed. Prices underwent no change.

Resale Market

The chemical division continued to account for all the resale activity in the market for dyestuffs, textile and leather chemicals last week. Only a limited amount of material was available, however, and prices were slightly easier than the preceding period.

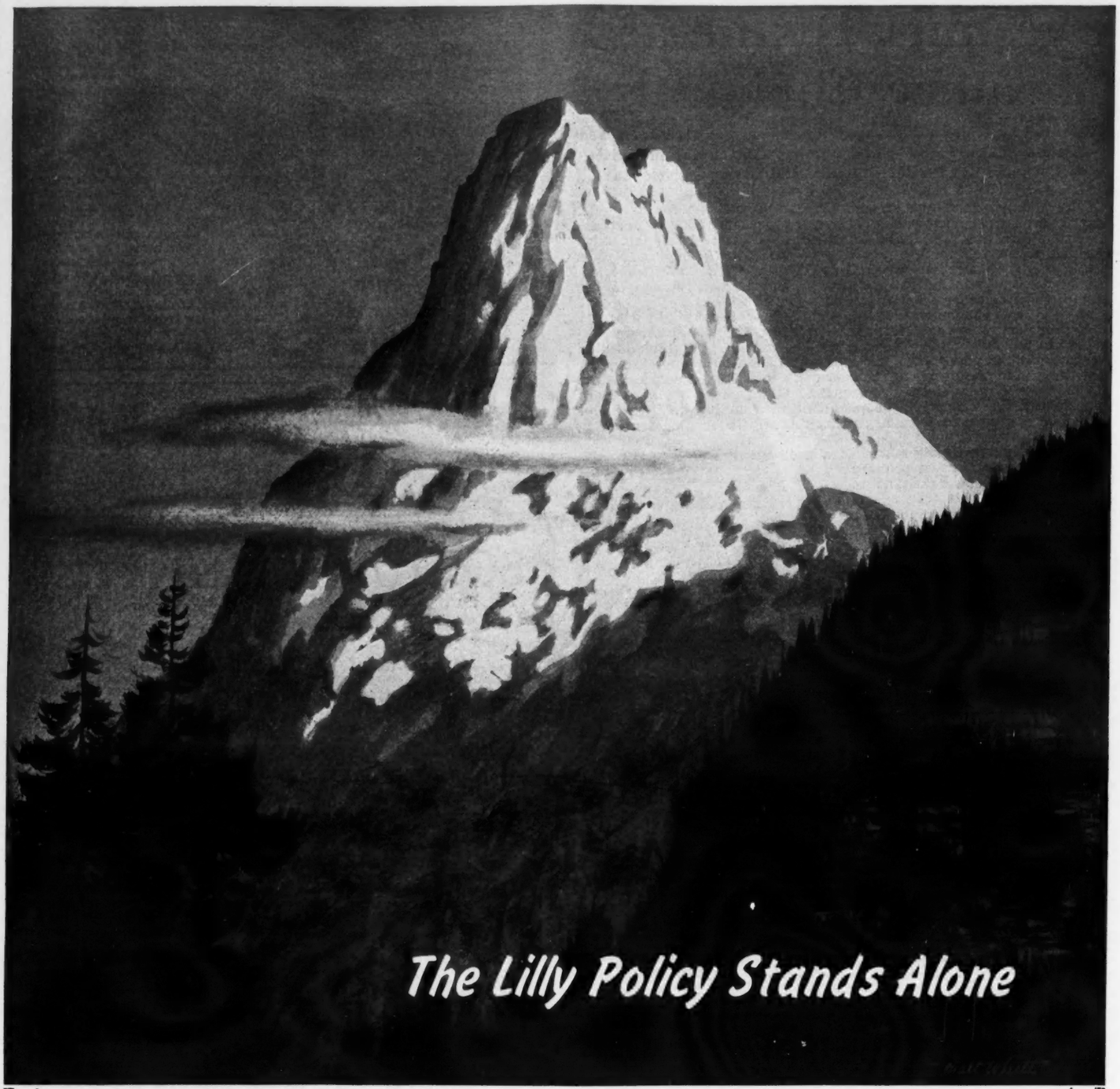
Potash bichromate was quoted at 24c. to 25c. per pound; soda bichromate ranged from 21c. to 23c. per pound. Yellow potash prussiated offered at 36c. and soda prussiate passed at 16c. per pound.

Natural Products Refining Co.
910 Garfield Avenue,
Jersey City, N. J.
Natural
Natural BICHROMATES

SODIUM ACETATE
—GRADES AVAILABLE—
Technical 60% Sodium Acetate
Anhydrous Sodium Acetate, 98-99.5%
Sodium Diacetate
(33-35% Acidity as Acetic Acid)
Anhydrous Sodium Diacetate
NIACET CHEMICALS CORPORATION 4703 PINE AVE., NIAGARA FALLS, NEW YORK

ALBUMENS
In Stock . . . For Immediate Delivery
THE LARGEST MANUFACTURERS AND EXPORTERS OF TECHNICAL EGG PRODUCTS OFFER YOU EGGS, LIQUID OR DRIED, IN ANY FORM FOR EVERY INDUSTRIAL USE.
H. GARTENBERG & CO., Inc.
412 W. PERSHING ROAD CHICAGO, ILLINOIS
Write for Samples and Quotations Cable Address: "GARTEGG"

MUTUAL BICHROMATES
BICHROMATE OF SODA
BICHROMATE OF POTASH
CHROMIC ACID
MUTUAL CHEMICAL CO. OF AMERICA
MUTUAL CHEMICAL COMPANY OF AMERICA
270 Madison Avenue, New York City



THERE is only one Lilly Marketing Policy. It stands at the peak in solitary glory. Its soundness has been proved by years of continuous application. It enables the wholesale distributor to establish a satisfactory balance between inventory and sales, to serve his trade in needed quantities at maximum discounts. The Lilly Marketing Policy is the result of vision, courage, and careful planning. It is based on the principle of creating demand in the physician's office for products to be supplied by the retail pharmacist, who in turn is served by the wholesale distributor. Two shoulders to the wheel are better than one. In the distribution of pharmaceutical and biological products it is Lilly and the Service Wholesaler against the field.

ELI LILLY AND COMPANY

PRINCIPAL OFFICES AND LABORATORIES, INDIANAPOLIS, INDIANA, U. S. A.

National Wholesale Druggists' Association

Sixty-Seventh Regular Meeting

White Sulphur Springs, W.Va., September 29 to October 2, 1941

Innovations were the feature of the business program of the National Wholesale Druggists Association in its sixty-seventh regular meeting, September 29 to October 2 in White Sulphur Springs, W. Va. Chiefly these were an extension of the forum idea designed to give every member a chance to ask and to tell. This plan included committee reports this year, as well as topic discussions.

The convention went on record, through approval of the report of the board of control, in favor of greater financial support of pharmacal education by all divisions of the drug trade with the purpose of assuring

P. A. Hayes
Retiring N.W.D.A. President

an adequate supply of properly trained pharmacists for all the divisions.

Endorsement of Nationally Advertised Brands Week was also voted by the convention.

Article xi of the association's constitution was amended to increase the annual dues of associate members from $75 to $100.

Attendance was almost up to recent records, more than 900 persons being registered.

Official Summation

In the customary procedure the board of control summed up the transactions of the convention and from these reduced the aims of the association for the ensuing year. The findings and commentary of the board were presented to the convention by Chairman Lee W. Hutchins in a report which covered the various matters (certain of them are presented in greater detail on subsequent pages) as follows:—

President's Address

President Hayes's address struck a very stirring keynote for the entire convention procedure. It was thoughtful and inspirational as well, and we respectfully ask all of you to study it carefully upon your return to your homes. President Hayes's address produced five specific recommendations, and the board of control is happy to approve of all of them.

First, he recommended the study of Sales Management Guide, volume II, and the Salesmen's Manual, which will be in your hands shortly. Secondly, he recommended the continuation of the model label service on which your New York office has been working for a great many months and which has produced tangible results for all of us. Thirdly, he recommended the devotion of more of our resources to research, and the fourth recommendation is in line with the third in that it covers the continuation of the work of Prof. H. J. Ostlund. His fifth recommendation had to do with a more active interest on the part of all of us in pharmacy education through endowments, scholarships, loans, etc., and in that connection your board of control offers the following resolution:—

Resolved: That the National Wholesale Druggists' Association fully endorses the proposed Independent All Drug Industry Committee to be organized for the purpose of securing scholarships for worthy young men and women who desire to enter colleges of pharmacy, and in other ways serve to assist such colleges through endowments, laboratory equipment, student loan funds, etc.

Special Addresses

It is proper, we believe, before referring to those who have honored us by their presence and participation in our program, to express a heartfelt vote of thanks to John McPherrin and Stanley Clark and their committee members for their untiring efforts in producing what we believe to be one of the very finest business programs. Mr. McPherrin, Mr. Clark, and the others devoted a tremendous amount of time to this project to which they were assigned, and in no way could the association adequately repay them for their efforts except to say: "Thank you a thousand times!"

Our association is honored by the presence of the following named speakers:—Hon. J. M. Broughton, Governor of North Carolina; Dr. John L. Davis, Charles D. Jackson, Norbert McKenna, Keith Keller, John Goode, Fred J. Stock, Clayton Rand, Dr. H. Evert Kendig, Arthur Mortimer, O. B. E., and Commissioner Harry J. Anslinger. And this is undoubtedly the proper time to refer to the gracious gesture which was made to us by the broadcasting companies by furnishing the services of Earl Godwin, Major George Fielding Eliot and Fulton Lewis, jr.—all of them news commentators of more than national reputation. We recommend a vote of thanks for this wonderful contribution on the part of the broadcasting companies.

We wish to specifically thank station WLW for making possible a new-feature of our entertainment and business programs, namely a newsroom fully equipped with modern teletype machines and expert attendants, which has added to the enjoyment and education of us all.

Our association is also honored by the presence of delegates from practically all other national drug associations and many special guests. We deeply appreciate the presence of the charming wives of many of our special speakers, guests and delegates. They have added much to the pleasure of the occasion for all of us.

N.W.D.A. 1941-42 Official Family

President, Lee Wilson Hutchins, of the Hazeltine & Perkins Drug Company, Grand Rapids, Mich.

Honorary president, John W. Durr, of the Durr Drug Company, Montgomery, Ala.

First vice-president, Jasse W. Wynne, of McKesson & Robbins, Inc., Van Vleet-Ellis Division, Memphis, Tenn.

Second vice-president, Kayton Smith, of the Columbia Drug Company, Savannah, Ga.

Third vice-president, William G. Geary, of McKesson & Robbins, Inc., San Francisco.

Fourth vice-president, A. G. McPike, of the McPike Drug Company, Kansas City, Mo.

Fifth vice-president, R. P. Meyer, of McKesson & Robbins, Inc., Peoria Division, Peoria, Ill.

Executive vice-president and secretary, E. L. Newcomb, 330 West Forty-second street, New York.

Treasurer, Manufacturers Trust Company, New York.

Chairman of board of control, George Van Gorder, of McKesson & Robbins, Inc., Boston.

Other members of board of control, 1942 group, L. I. Fitschen, of the Alexander Drug Company, Oklahoma City; R. L. Hanson, of McKesson & Robbins, Inc., Providence Division, Providence, R. I.; C. D. Smith, of the Smith-Faus Drug Company, Salt Lake City; 1943 group, W. R. James, of Towns & James, Brooklyn; F. M. Truett, of the Southwestern Drug Corporation, Dallas; J. H. Parke, of McKesson & Robbins, Inc., Langley-Michaels Division, San Francisco; 1944 group, T. O. Duff, of McKesson & Robbins, Inc., Duff Division, Chattanooga, Tenn.; Austin R. Waite, of the Walding, Kinnan & Marvin Company, Toledo, Ohio; James W. Roberts, of the Henry B. Gilpin Company, Norfolk, Va.; G. C. Read, of the Geer Drug Company, Charleston S. C.

The New President

Lee Wilson Hutchins, new president of the National Wholesale Druggists' Association, is a Michigander by birth and by functional location. He was born in Detroit. He now is president of the Hazeltine & Perkins Drug Company, Grand Rapids wholesaler.

Mr. Hutchins is in his forty-seventh year; his birthday is May 30—the day had nothing to do with is naming; "Lee" is a family heritage. His father's name was Lee M. Hutchins; his mother before her marriage was Alice Wilson. The family moved to Grand Rapids when the younger Lee was three years old, his father having accepted the position of secretary and treasurer of the Hazeltine & Perkins Company.

Lee W. Hutchins got his first formal learning in the public schools of Grand Rapids. In 1912 he entered Asheville School for Boys, Asheville, N. C., and he was graduated by that institution two years later. In 1915 he matriculated at the University of Wisconsin, and he was graduated by that institution as a bachelor of arts in 1918.

July 1, 1918, Mr. Hutchins became associated with his father in the Hazeltine & Perkins wholesale house. He began as sundries clerk. Successively he has held the offices of assistant treasurer, treasurer, vice-president and general manager, and president, succeeding his father in the last position January 1, 1928.

Mr. Hutchins inherited an active interest in the National Wholesale Druggists' Association, and he has made full use of this heritage. His father long was a prominent N.W.D.A. figure, serving on many committees and the board of control, and being president in the 1929-30 year. The son has been chairman of the N.W.D.A. committee on credits and collections, a member of the board of control for two three-year terms, and chairman of the latter unit during the past two years.

In his home city Mr. Hutchins is a director of the Old Kent Bank and the American Box Board Company, and treasurer of the Blodgett Memorial Hospital. He is an affiliant of the Fountain Street Baptist Church; a member of the Grand Rapids Association of Commerce, of which he has been vice-president; of

Lee W. Hutchins

the University Club, of which he has been president; of the Kent Country Club, of which he is a director; and of the Peninsular Club.

Mr. Hutchins was married in 1923. His son, Lee M. Hutchins, 2d, is a student at the Asheville School for Boys; and his daughter, Helen Hutchins, is in high school in Grand Rapids.

Exec. Vice-President's Report

Our board of control requests that Dr. Newcomb's report be very carefully studied upon its publication. It is in part factual, and in great part inspirational, and we all feel that it truly presents the thoughts of our executive head and furnishes a star by which we may be guided in the immediate future.

Manufacturers' Committee

Chairman E. T. T. Williams has done a grand job in heading up this committee's work for the last year, and the major contribution, of course, has been the participation of the chairman and other manufacturing friends in the open forums which have been held both in Chicago in the Spring, and at White Sulphur on this occasion. Open and frank discussion of our mutual problems is more than valuable, and the committee is to be commended for having centered most of its activity in this field.

Legislation

We all recognize the fact that in the present emergency, Congress is continually in session, and therefore the job of the legislative committee, under the leadership of C. O. Mueller, is almost a day-to-day job. Fine work has been done, and we ask that you study Mr. Mueller's report in its printed form.

Credits and Collections

Chairman E. H. Robison, of this committee has made a very thoughtful study of the problems with which we shall be confronted in this national emergency, and has pointed out a number of warning signs for our credit departments. The proper extension of credit goes hand in hand with a vigorous sales policy, and your board of control respectfully asks that each executive here at this meeting refer Mr. Robison's report to his credit department for special study.

Employer-Employee Relations

Chairman Joseph C. Noh, of this committee has produced a very interesting report covering a variety of methods and means by which the employer may attempt to build successfully what we consider, in its broadest term, employee good-will. This is a subject which is on the minds of each one of us, and we are sure that a study of this particular report will produce ideas which in part or in whole may be applicable to our individual businesses. We recommend this report to our membership, and particularly to those individuals who have a definite relationship to personnel work.

Distribution of Proprietaries

The work of this committee, under the leadership of Charles C. Caruso, is again almost a day-to-day responsibility. Chairman Caruso has contributed a tremendous amount of time to this work, and has devoted almost a day each week in the last year to this phase of our activities. We ask that you study this report carefully, and we desire at this time to thank Chairman Caruso very sincerely, not only for this past year's work, but for the work of the two preceding years. We also wish to express our appreciation to the members of this committee.

Trade Promotion

The major activity of this committee, which has as its chairman H. W. Adkins, has been the development this last year of what they call a series of seven monthly "educational capsules" telling "how human beings behave as drug store customers." Thousands of these have been produced for our membership, and have been and are being distributed to our retail drug friends and their clerks under the sponsorship of this committee. This is a most worth while enterprise, and the committee is to be heartily commended for undertaking it and for pursuing strenuously many other activities in which it has been engaged. We recommend a hearty vote of thanks to this committee and its chairman.

Statistical Research

The report of this committee, of which the chairman is George W. Kauffman, by its very nature requires careful study by our membership upon its publication. The report is divided into three parts, the first of which deals with government statistics on the drug trade issued since our last meeting; the second part presents a special study of the distribution of pharmaceutical and biological products, and the third part presents information with respect to surveys made during the year by our statistical director, Prof. H. J. Ostlund. This committee has been exceedingly active under Chairman Kauffman's leadership, and is to be highly commended for its work.

Sales Management

The major project of the committee, with C. L. Smith as vice-chairman, has been to work with Dr. H. C. Nolen, of Ohio State University, on the development of Sales Management Guide, volume II, and a Salesmen's Manual which will accompany it. These will be published shortly, and it is our earnest request that our executives make these books available not only to their sales managers, but to their salesmen as well, because they will contain many practical and worthwhile ideas which can be readily applied to our wholesale operations.

Memorials

Your board of control is again grateful to Harry J. Schnell for the work which he has carried on for another year, in doing honor to those of our membership who have passed away since our last meeting, and we desire to extend another heartfelt vote of thanks to Mr. Schnell for his fine work.

[The committee's report paid tribute to the following deceased members:—

[William Fitch Allen, John Anderson, Dwight Edward Austin, Herbert Abram Baker, Walter R. Beach, Dr. A. N. Benedict, John F. Bond, Karl S. Brekenridge, Russell Colgate, Albert C. Cornell, August Eimer, Raymond Foster.

[William J. F. Geary, George Good, W. E. Hopkins, Frederic E. Humphreys, Walter B. Johnson, Herbert A. Jones, Dr. Frank B. Kirby, Walter D. Lamar, Stephen Louis, Burnside MacCullum.

[Emile Pfizer, Henry Godfrey Phillipps, Marion Zoeller Plessner, Wilbur B. Ruthrauff, Loren D. Sale, Julius Paul Schuh, Theodore W. Sill, Harry M. Sloan, William Brinsmade Strong, H. L. Trunk, H. Lewis Waterbury, Fred E. Weiss, Benedict F. Zimmer.]

Associate Membership

Chairman A. H. Ficke and his committee have worked strenuously this last year to secure new associate members, and have done an admirable job. We desire to thank them sincerely for their work.

Rates and Routes

This committee, under the leadership of Chairman Robert B. Magnus, has again rendered excellent service, and we extend our heartfelt thanks.

National Brands Week

The board of control offers the following resolution:—

Whereas, Nationally Advertised Brands Week has amply demonstrated its value to retail druggists throughout the country; and

Whereas, Forty-one State pharmaceutical associations have endorsed this mass selling event during 1941: therefore be it

Resolved: That the National Wholesale Druggists' Association gives its hearty endorsement to Nationally Advertised Brands Week and pledges its support in making it of the greatest possible benefit to retailers, wholesalers and manufacturers in the sale and popularization of nationally advertised brands of drug store merchandise.

Appreciation

Your board recommends to the Association a unanimous vote of thanks to our entertainment committee under the great leadership of Chairman Herman Agee High. The work of the committee has been executed in a strenuous and prompt and efficient way, and we are deeply grateful to all of those on the committee which has functioned so well. The efforts of those on the committee have made this meeting of the N.W.D.A. a very delightful one, and one which we are sure will be long remembered. We also desire to express the appreciation of our membership to Mrs. High for her services as chairman of the ladies' entertainment committees, and to Mrs. Aglar Cook as associate chairman of these committees.

We desire to give special mention to the committee on souvenirs under the chairmanship of Vance Littlefield. This is a tiring responsibility, and the committee has contributed a tremendous amount of both time and effort.

We desire at this time to express our deep appreciation for the generous contributions both of entertainment and refreshment by several of our associate members. This has added much to the pleasure of the convention.

We wish to give special mention to the committee on registrations, which has functioned under the leadership of Joseph D. Bohan as chairman. These men do a great deal of work when some of us are sleeping or playing, and we deeply appreciate it.

We desire to express appreciation also to the committees in charge of golf, tennis, publicity, and ladies' affairs.

The board of control must certainly recognize the contribution which those who have been named specifically, as well as all others on the committees, have made to the success of this convention.

Your board also recommends that our association send a letter of appreciation to each of those who contributed souvenirs, merchandise, or funds for this sixty-seventh annual meeting.

Your board also recommends a vote of thanks and appreciation to the Greenbrier Hotel, L. R. Johnston and George D. O'Brien, for their thorough cooperation, and in particular for their efforts in handling the problem of an enlarged registration.

Insurance

The insurance committee, under the chairmanship of J. A. Robinson, makes this year a final report on the work which it initiated last year in connection with the whole program of workmen's compensation insurance and the development of a new classification for wholesale drug houses, which has gone hand in hand with a reduction in rates for such a classification. This is a contribution which can be translated into dollars and cents by all of our active membership, and we commend the committee highly for it.

Changes from Original Rates

District of Columbia	$1.34	$1.01	$0.33
Florida	1.09	.74	.35
Indiana	.92	.68	.24
Kentucky	.91	.71	.20
Maryland	.97	.92	.05
New Hampshire	.94	.73	.21
New Jersey	1.55	1.55	..
New York	2.05	1.60	.45
Oklahoma	1.66	1.07	.59
Rhode Island	1.19	.80	.39
Tennessee	.80	.64	.16
Utah	1.49	1.32	.17
Vermont	.70	.58	.12

Rate data under the new plan were given in the committee's report as follows:—

Comparative Compensation Rates

	Old class wholesale[1] stores n.o.c.[1] code 8018.	New class wholesale drug stores n.o.c. code 8047.	Rate reduction.
Alabama	$0.80	$0.63	$0.17
Alaska	.95	1.28	...
Arkansas	1.54	1.25	.29
Colorado	1.24	1.02	.22
Connecticut	1.28	.81	.47
District of Columbia	1.31	1.01	.30
Florida	1.04	.74	.30
Georgia	.83	.62	.21
Illinois	.89	.72	.17
Indiana	.94	.68	.26
Iowa	1.16	.74	.41
Kansas	1.14	.78	.36
Kentucky	.88	.70	.18
Louisiana	1.19	.95	.24
Maine	.94	.88	.06
Idaho	1.02	.80	.22
Maryland	1.07	.85	.22
Michigan	1.26	.88	.38
Mississippi[2]	1.11	.89	.22
Minnesota	.93	.93	...
Missouri	1.30	.92	.38
Montana	1.57	1.25	.32
Nebraska	1.55	1.18	.37
New Hampshire	.84	.67	.17
New Jersey	1.70	1.65	.05
New Mexico	.99	.79	.20
New York	2.15	1.73	.42
North Carolina	.97	.80	.17
Oklahoma	1.67	1.08	.59
Oregon	1.63	1.31	.32
Rhode Island	1.40	.93	.47
South Carolina	1.01	1.01	...
South Dakota	.97	.76	.21
Tennessee	.98	.68	.30
Utah	1.47	1.23	.24
Vermont	.75	.58	.17
Virginia	.83	.68	.15
Washington	1.03	.83	.20
Wisconsin	1.14	1.14	...

[1] N.o.c. means "not otherwise classified." As explained in the report we have now obtained a separate drug wholesalers' classification in States specified.

[2] Employer's liability with bodily injury limits of $5,000 to $10,000; no workmen's compensation law in this State.

[States where monopolistic compulsory State fund workmen's compensation insurance prevails are Nevada, North Dakota, Ohio, Oregon, Washington, West Virginia, Wyoming.]

[States where competitive State fund workmen's compensation insurance is available are Arizona, California, Colorado, Idaho, Maryland, Michigan, Montana, New York, Oklahoma, Pennsylvania, Utah.]

The customary welcoming of the convention on the part of the Governor of West Virginia, the people of that State, and its drug industry was extended by W. E. Weiss, jr., in the enforced absence of his father, Dr. William E. Weiss, general manager of Sterling Products, Inc. Mr. Weiss' theme was the exigently necessitated partnership of government and business. He urged full cooperation for the preservation of the nation's welfare and security.

George Van Gorder
New Board of Control Chairman

The future of the drug trade, as Mr. Weiss saw it, is not dubious, because the industry's services are essential under whatever conditions may obtain in respect of normal peacetimes, the energies of defense, or the labors or war. He asked that the future and its demands be met with courage and confidence.

President's Address

"The Drug Industry in a World at War" was the theme of the presidential address of P. A. Hayes. After expressing his appreciation and gratitude for the cooperative collaboration of his official and committee associates during the year, Mr. Hayes presented the following commentary:—

Dr. Nolen's book, Drug Store Management, will soon be off the press and will be available to the retail drug stores through the membership of our association. You are urged to support the work of the committee on sales management by placing copies of Dr. H. C. Nolen's Sales Management Guide, volume I and II, and Salesmen's Manual in the hands of each of your salesmen for study and discussion in sales meetings.

Label Service

Since many of the members, both active and associate, have been so enthusiastic in their praises of the model label service furnished the membership since the passage of the new food, drug, and cosmetic act, your president recommends the continuation of this service.

Facts by Research

It is recommended that we continue to devote more of our resources to research, thereby giving us scientific methods based on facts rather than hunches.

The need of intelligent information on cost of every nature is so important it is recommended that the work of Dr. Ostlund be continued.

Pharmacal Education

The need of more registered pharmacists is so great it is recommended that our members take a more active interest in the education of future pharmacists by giving scholarships to worthy pharmacy students, or make loans available to them; to continue to give our support to vocational training by taking advantage of the Federal government's George Deen program to secure commercial training for those employed in the retailing of drug products.

If your retail customers want information for a class under the Federal George Deen act, write to B. Frank Kyker, chief, Business Education Service, U. S. Office of Education, Washington, D. C.

The discussions on fair trade subjects, efficiency operations, trends, bottlenecks, inflation, as well as forecasting and quotas, will be left to the experts; but we would like to take a few seconds to discuss priorities.

Priorities

Along with business in these times of world peril and national emergency, we must not lose sight of our individual obligations to country and humanity. With priorities and rationing added to our other worries, it might be well for us to adopt a system of priorities in our business and in our lives.

What shall we give an A-1-A rating? Shall it be profits, or selfish security, or a good time? Or shall we put on our prior list country, home, and service in the best sense of that word?

In times like these our flag and our President are but symbols. We may not agree with much that is being said and done in Washington, but we should support the general objectives of our government. We hope that the occasion will not arise, but if an epidemic sweeps the country we must be prepared for it as best we can, even if we do store stocks that may grow stale or even worthless. We must give up some of the secondary things and with the savings invest in defense, specifically in defense bonds.

Preparedness has many angles, and we must accept our share of the chances and obligations. It is largely a matter of choice, as is always true in life. With wartime restrictions we shall, nevertheless, have a wide range of choices. As to many things, we can determine our own "Priorities." There will still be choices of things to do or buy, places to go, of what we shall wear, eat, and drink.

We must accept cheerfully our share of sacrifices. Little will be accomplished by kicking and complaining. It is not likely that we shall have to suffer to the extent that Poland, China, and England, as well as other countries, have endured. But whatever the demands, I believe we will be equal to them. Our folks are like that.

We shall not count any of these things burdens or too great sacrifices. Rather, we are grateful for the opportunity of being engaged in an essential business in this high hour of history. Never was there a time more terrifying or thrilling. Ours is the privilege of witnessing the breaking up of an era and joining in the welcome to a new age.

Understanding

So, let's put among our priorities, sympathy, kindliness, and understanding. May we keep our choices high. You will remember that in King Solomon's vision he was given the choice between wealth and wisdom, or understanding. He asked for the understanding heart. Can we not choose equally well?

Teach me in a world that ever
Prizes only what is clever
How to see with lowered eyes,
How to hide that I am wise,
How receive and how impart
The quiet language of the heart.

Attitudes and sentiments do count, and in the end rule the world. May we here and now highly resolve that we shall not hate and we shall not be vindictive or cruel. Instead, may be contribute something to the vast sympathy, the calm understanding and the boundless love which alone can save civilization and set suffering humanity back on the highway that leads toward the shining goal.

Let us dedicate ourselves in discharging the great responsibility, to the end that our lives may be fuller, richer and more complete and that what we do may be a credit to us in the eyes of future generations.

Business Principles

The fitting of business into today's changed and changing conditions was further discussed by Hon. J. M. Broughton, Governor of North Carolina. This speaker's text was "Old Principles for a New Day." His dissertation was, in salient part, as follows:—

Surely we have passed some of the stars of former days; some of the methods are outworn, but methods and programs and objectives are for the changing moods of business and of individual life and national life. I submit to you that while methods change and objectives change that principles do not. Whatever relationship of life we may consider, old principles are sufficient for this new day. I think that is true in individual life and I look with some concern on the practices of the moment which may seem necessary because of economic circumstances that I fear are tending to rob certain groups of American citizens at least of their individual initiative, that self-reliance, that rugged American trait which made us in the pioneer days a great country and which trait is essential for greatness in this day of ours.

The Principles

What Americans want certainly is not regimentation, is not welfare in its universal sense except as economic circumstances require. What American youth wants is opportunity, and I fervently

PRODUCTS LIABILITY INSURANCE

for the

Wholesale Druggist

Drug and Pharmaceutical Manufacturers

Sundry and Specialties Manufacturers

Cosmetic Manufacturers

A Full Coverage Policy

Over $900,000,000 in Sales Now Covered

A. P. CONNOR & COMPANY

DREXEL BUILDING

PHILADELPHIA, PA.

Specialists in Products Liability Insurance for Past Twenty Years

NOW MM&R HAS

The Facts Behind
"THE GREATEST DRUGGIST ACCEPTANCE IN THE U.S."

ACTUAL COUNT PROVES THAT

51% OF THE N.W.D.A. HOUSES

STOCK MM&R PACKAGED

ESSENTIAL OILS

EXCLUSIVELY... AND

THAT OVER 60% OF ALL

WHOLESALERS SELL IT!

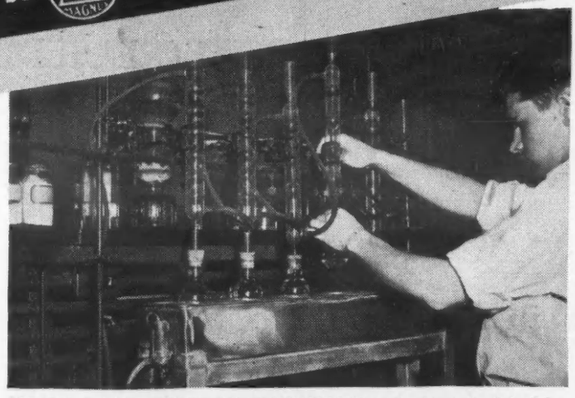
ONE OF MANY REASONS

WHY MM&R IS FIRST

WITH U.S. DRUGGISTS

MAGNUS, MABEE & REYNARD, INC.
QUALITY ESSENTIAL OILS, BALSAMS — AROMATIC CHEMICALS, ETC.—SINCE 1895
16 DESBROSSES ST. NEW YORK, N. Y.

M&R MAGNUS



SAPONIFICATION VALUE DETERMINATIONS — An important test in checking essential oil samples. By this test, percentages of Esters are ascertained accurately; for example, the percentage of Menthyl Acetate in Oi Peppermint or Geranyl Tiglinate in Oil Rose Geranium, etc.

LABELING & PACKAGING—Expert supervision, and extreme care are exercised in the M M & R Small Package Department.

GREATER RESPONSIBILITY

REPORTER
0

TODAY 54% OF ALL N. W. D. A. HOUSES SELL

MM&R PACKAGED ESSENTIAL OILS EXCLUSIVELY

AND 70% OF ALL WHOLESALERS STOCK IT

from
RUG REPORTER
18, 1940

. . . so, also, do more producers employ M M & R Essential Oils, Flavor and Perfuming Materials than at any time in almost a half century of cooperation with American Industry . . .

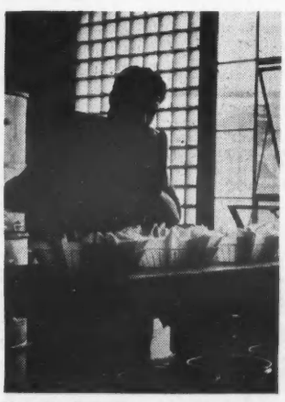
☆ The uncertainties of today's primary sources of supply and the unusual pressure of present demand have brought no relaxation of the *vigilant* production precautions which have helped build for M M & R its reputation for *consistent* quality ☆ This attention to quality control is *doubly important now;* for, *today,* M M & R realizes that it has a *greater responsibility to American industry* than at any time in almost a half century ☆ Today, M M & R Essential Oils and kindred products are in daily use in a majority of the nation's pharmacies and employed by a greater number of manufacturers of drug, cosmetic and allied products than ever before in our long history.

MAGNUS, MABEE & REYNARD, INC.

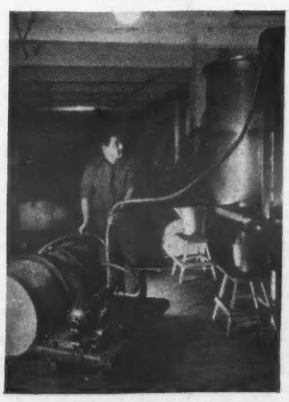
QUALITY ESSENTIAL OILS, BALSAMS — AROMATIC CHEMICALS, ETC...SINCE 1895

16 DESBROSSES ST. NEW YORK, N. Y. — **221 N. LA SALLE ST. CHICAGO, ILL.**

NTROL—Final check-up efore shipping a small der. Makes re-ordering fool-proof.

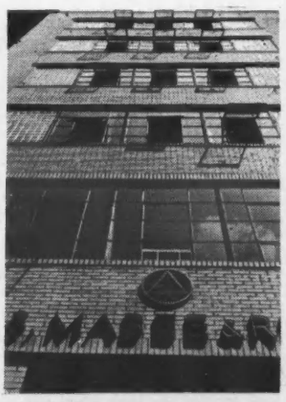


FILTRATION through paper for quality control. This is one of several methods used to remove foreign particles before bottling.



NEWEST EQUIPMENT — M M & R plant is a model of modern efficiency and newest equipment. Monel Stainless Steel Tanks are standard.

TITRATION—M M & R technicians use this interesting test to measure the amount of acid or alkali consumed in the various reactions.



MODERN—Striking glass brick façade of the new M M & R building is illustrative of M M & R's modern equipment, progressive viewpoint,

hope that neither economic circumstances nor defense urgency nor even war itself will ever deny to the American boy an opportunity in this classification.

I think that with all that we may be doing—and I say this in no critical sense—we need to come back to that old principle that self-reliance, thrift, honesty, industry, hard work, are the things that have made great Americans in the past, and they are the only things that will make great Americans in the future.

I think this principle likewise, old principles likewise apply even in this day of business with all of its marvelous ramifications. I think myself that the business men of America are essentially patriotic and good Americans. There may be differences and exceptions, there may be groups where greed has stifled out patriotism and where ruthlessness has thwarted the ennobling impulses of those who lead, but as we review the history of the United States, we must recognize the fact that even before the army got to the far outpost, a merchant was there at the trading post. The merchant was the true pioneer, and frequently he was a drug merchant, because there were no doctors, there were no hospitals, and the merchant, hardy and rugged and courageous, pushed out and out to new frontiers carrying with him the stock of goods, of things to eat and to wear and to minister to human needs in sickness and in distress.

So business has had a great part in the glorious traditions of our country. I think those principles which have made us a great business nation will continue to do so, and I should personally deplore any permanent policy of government which would rob business of its initiative and of its opportunity to go forward in the typically American fashion.

We recognize, of course, that emergencies indispensably must bring new methods and temporary infringements and regulations, and good citizens submit to that, but we do not recognize that there should be any permanent change in that essentially American trait of business that gives to every man or group of men the opportunity to develop their business in their own way and within the law.

Regulation Will Stay

Regulation is here to stay. Taxes have been a part of human existence for thousands of years and will be for thousands more if time shall last that long; but in the end, great business of the American type, and surely none excels it in achievement, in daring, in courage, in vision, in that indomitable perseverance that has made us a great American business country—within that there must be a field for governmental regulation that will not starve or restrict or atrophy this trait and characteristic that has made us great in years gone. We must recognize, of course, that there must be in business the reasonable margin for profits honorably earned.

Any business which itself loses the practical sense for reasonable profit or which by reason of unjust and indiscriminate and unintelligent regulation is not permitted to make a real profit will soon cease to exist or will lose that initiative and stimulus to growth that is characteristic of American business.

So we need, I think, not only in the individual life, but in the life of American business that recurrence to old principles which have made us the marvel and the envy of all nations of the earth as a nation with the capacity to produce goods and the genius to sell them after they are produced. I think they are noble characteristics of a great nation and are not to be derided or stifled or unduly regulated.

Then, finally, may I say that we need, I think, this old application of old principles to our State and national life in this new day. Surely wisely governed States throughout the American Union will recognize in these distressful days the necessity for sound government.

Governmental Finance

I can think of no greater abuse of governmental power in our State governments today than to permit a State to become unbalanced financially, to overlook the fact that in these coming days every State is going to need a comfortable financial reserve as a bulwark against conditions that will undoubtedly confront us in the coming years. In our own State, I am gratified that my own State finished the recent fiscal year June 30 with the highest surplus in the history of our State, with all bills paid. And we are going to keep that surplus. We are going to increase it.

We recognize, of course, that in our national life at the present moment, in the urgency of a defense program which I believe has the support of all Americans, that we must transgress this fundamentally sound proposition of keeping a balanced budget, but undoubtedly as the increase in defense expenditures climbs, the expenditures for nonessentials ought to decrease, until we can at least look toward the time when our government itself will operate on a balanced budget. We must recognize the fact that even a government must have its day of reckoning, and we would plead as we go into these days of difficulty and urgency, and nobody would for a moment withhold the expenditures of money for these purposes, that before the eyes of those who govern will be kept at least for future reference these old principles for a new day.

Not only that—I am dealing now not with financial concerns—I think we would all insist as a great American right that in these days of the international problems, old principles still stand, the principle of democracy in its broad sense, the right of freedom of speech, freedom of the right to worship, freedom of the press.

My friends, this is the only land on earth today in which these freedoms still exist, and, for my part, speaking as one one who is the inheritor, I feel, of some of the traditions of old, speaking I believe the sentiments of all Americans, I say that we propose to preserve these traditions, these precious heritages, come what may. For my part, I am glad to see that the old principle that governed this nation and this world for hundreds of years is being reasserted, and that is the principle that the seas of this earth are free to any nation that may seek to sail them. I believe that any ship bearing the American flag has the right to sail any sea anywhere and that that right ought to be protected.

So, my thesis to which I return, is simply this, that in our individual life as in our business life and in our nation and in our State and in international relationship, old principles still stand and we would today surely need more than ever before the men who had the pioneered spirit, the men who had those qualities of courage and faith that have made us a great nation, and when we think of those men, we need to have a perspective such as they have and to be girded and fortified by their spirit, by their vision and by their faith, and it is these men in these troublesome times that we think of when we from time to time sing and repeat the words of our great national song, and in particular the last stanza:

Our Fathers' God to thee
Author of liberty,
To Thee we sing.
Long may our land be bright
With freedom's holy light;
Protect us by thy might,
Great God, our King.

New Associates

Thirteen applications for associate membership were presented by A. H. Fiske, chairman of the committee, who also presented two applications for reinstatement.

No applications for active membership were received.

Following the posting period those applying for associate membership were duly elected. They are:—

American Home Magazine Corporation, New York.

American Optical Company, Southbridge, Mass.

Ciba Pharmaceutical Products, Inc., Summit, N. J. (reinstated).

Diamond Glass Company, New York.

Fair Trade Merchandising Associates, Inc., New York.

Gelatin Products Company, Detroit.

Globe Laboratories, Fort Worth, Texas.

T. J. Holmes Company, Chartley, Mass.

Luxor, Ltd., Chicago. (reinstated).

S. E. Massengill Company, Bristol, Tenn.

McCall Corporation, New York.

National Transitads, Inc., New York.

Howard L. Ross Corporation, New York.

Sherman & Marquette, Inc, New York.

Standard Brands, Inc., Chicago.

Newcomb's Commentary

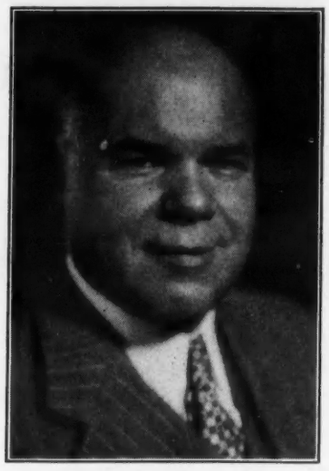
"Normalizing Operations Under Abnormal Conditions" was the topic to which Dr. E. L. Newcomb, executive vice-president, addressed himself. In lieu of his usual written report, Dr. Newcomb spoke extemporaneously. He said in part:—

The drug industry, like many other industries, is today facing one of the most serious situations that has confronted any industry since the close of World War I. During our last convention we were well aware that we were passing through trying times. The situation has become progressively aggravated. A year ago producers were able to obtain the crude materials essential for the manufacture of our finished products, and distributors were having no difficulty in having their orders completely filled by suppliers. Today manufacturers in practically all fields are facing shortages which have become so serious as to definitely curtail production in many lines. Distributors are beginning to find an increasing number of suppliers who are unable to fill their wants. Our Thanksgiving, Christmas and holiday sales will probably be greater than ever before. Goods for these sales are already manufactured and largely now in the hands of manufacturers, wholesalers or retailers. The shortage will probably come when steps are taken to replace present inventories.

The facts appear to be that no one can tell where we are going or the specific manner in which we will need to conduct our efforts during this emergency period. Products used for defense purposes have increased in price—in some cases several times their recent valuation. Substitute products are being recommended and used in the case of non-fabricated merchandise where the specific items formerly used are now entirely unavailable because of the shutting off of foreign sources of supply.

The trend of events, both national and international, during the last few months indicates that there will be a rapid increase in the number of shortages prevailing within the drug industry following the first of the year. This applies primarily to nonmedical products sold largely through the drug trade.

Aside and apart from the difficulties which the industry faces with respect to



Dr. E. L. Newcomb
Executive Vice-President N.W.D.A.

the securing of crude materials which may be sold and resold as such, and the difficulty of completing the fabrication of products consisting of several or more ingredients, we are facing a most serious situation with respect to the supply of containers, cartons and packing materials.

Work to Do

What can the drug industry do during this period of abnormal conditions in order to more efficiently perform our important functions and at the same time best serve our Allies?

The N. W. D. A. has a combined membership of active, associate and complimentary members doing a combined business of over $2,000,000,000 a year. The retail druggists of the country are now selling at the rate of approximately $1,500,000,000 a year.

We have an organization in the N. W. D. A. that should be able to suggest constructive activity in all fields of American pharmacy and the drug business. This can and must be done.

Our standing committees during the coming year should definitely function on a war time basis.

What can the National Wholesale Druggists' Association do to meet this situation? It seems to your executive vice-president that we already have been given at this convention some very definite suggestions as to what an Association of this character should be. We were told by Governor Broughton that one of the very important things for all of us to do is to adhere to sound basic principles. Therefore, we need to examine the basic principles which concern the production and distribution of drug and other products sold through the retail drug store.

Our committee on proprietary goods should, it seems give consideration to the conduct of extensive surveys on the distribution of proprietary medicines to the drug industry. We have an inequitable, economically unsound situation in this field, and exactly the same thing is true with respect to many dozens of other commodity lines.

Problem of Duplications

Now, what are we going to do about it? How can we simplify, streamline, and eliminate many of the duplications which involve handling costs? Some of us feel that there are certain ones in our government administration today who would like to see all toothpaste eliminated except a half-dozen; if we would do so, that we would greatly reduce costs, that we would be able to serve the 130,000,000 people of this country at a lower cost. And the same thought is held with respect to many other basic lines. We know very well that this is a free country and a democracy, and that anyone has a right to make a toothpaste of a given formula and give it a given name and then distribute and sell that the best that he can. That comes with democracy; it always should be so.

Nevertheless, we don't need 3,000 laxatives and we don't need 1,000 toothpastes. There are certain methods which may be used to simplify and streamline our production and distribution during these critical, abnormal times.

We have during the last few months, through contact with the National Bureau of Standards, taken up the question as to whether or not collective effort to reduce this terrific waste in distribution and production would be considered an unlawful restraint of trade, and the Bureau of Standards has already contacted the Department of Justice and arrangements have been made, and we are advised that proper procedures may take place under the jurisdiction of and in cooperation with the government to eliminate these wasteful practices and unnecessary products and the losses which are being suffered.

I submit for consideration of your committee on proprietary goods during this coming year that this is one of the important things which this industry should give consideration to.

Supply of Pharmacists

Then, again, we are faced with the necessity today of looking after the supply of individuals who in the future will operate the 60,000 drug stores of this country, because they are just as essential as are the producers of medicinal products in order that we will properly conserve the health of the American people. We know that we are faced today with a shortage of well-trained pharmacists. We also know that during the last twenty years, manufacturers and wholesalers in the drug industry who have done well have given liberally to educational work, but when we examine the record, what do we find?

We find that the large donations and gifts from those in the drug industry have been primarily to our great educational institutions in the field of science, literature and arts. When we examine the gifts and the donations from those in the drug industry to the colleges of pharmacy of this country and to support of worthy students who are in need of assistance, we find that the amounts are insignificant in comparison to gifts to other institutions. That is not right; it is not as it should be.

Now, please do not understand that I fail to recognize the very splendid assistance which has been given to many of our pharmaceutical institutions by some of our members. We do have among our membership those who have contributed most liberally to our colleges of pharmacy. The difficulty is the number is too small, and from the viewpoint of our educational institutions and our membership as a whole, it is insignificant in comparison with what has been done with others. That should be changed.

We are well aware of the fact that we ourselves are largely responsible for this shortage of young men in the field of pharmacy. No one has deprecated the drug business more than we ourselves. It is time that we took a different attitude toward ourselves and our services. We should bring the facts of pharmacy's opportunities to the attention of high-school graduates, to the attention of the parents of boys and girls who are endeavoring to decide what their future occupation will be.

The movement for scholarships in pharmacal colleges should be carried forward and it should have the wholehearted support of every member of the N.W.D.A., both active, associate and complimentary.

It is believed that as many as 500 or 600, possibly 1,000 scholarships might be created in our colleges of pharmacy in less than a year's time if we will go at the job and appreciate our responsibilities.

Distributive Practices

This next year should see our association more enegetically and aggressively than ever before bringing to the attention of manufacturers in this country the need for eliminating destructive, unfair practices in the distribution of their merchandise. There is nothing which contributes more to expense and to lack of efficient operation than the conduct of a business along economically unsound lines. It is time that manufacturers as well as wholesalers should continue and renew and extend their investigation into the economics of their handling costs. We have only scratched the surface and this organization has done much more than others; few have done as much. But there are very few manufacturers who know what it costs to handle their goods in one-twelfth, one-sixth, one-half-dozen lots, shipping case lots. You cannot possibly lay out an economically sound policy for the distribution of your merchandise unless you know what your handling costs are.

Such work should be done, and when it is done, you should have your products distributed on a basis of the facts ascertained and controlled as you lawfully may today by means of either fair

DRUGS, CHEMICALS

Established 1910
155 VARICK ST., NEW YORK, N.Y.

CHAS. L. HUISKING & CO., INC.

CHICAGO BRANCH, 561 E. Illinois Street
LONDON AGENTS, Wheeler & Huisking, Ltd.
26-27 Great Tower Street, E. C. 3
Cable Address: "HUISKING", NEW YORK
All Standard Codes
Phone: WAlker 5-1311

OILS, RAW MATERIALS, etc.

DISTRIBUTORS OF

DUPONT'S CAMPHOR U.S.P.

POWDER
Packed in 100 lb. barrels

TABLETS
Ounce and half-ounce
Packed in 1 lb. tins
50 lb. cartons

MEETS ALL REQUIREMENTS

DISTRIBUTORS OF

SYLVANIA
PRECIPITATED SULPHUR U.S.P.
AMERICAN MANUFACTURE

FOR PHARMACEUTICAL AND INDUSTRIAL USES

SAMPLES AND PRICES ON REQUEST

PEDER DEVOLD COD LIVER OIL

AND OTHER VITAMIN OILS

PEDER DEVOLD'S PURE IMPORTED COD LIVER OILS U. S. P.
Fine medicinal oils available in guaranteed potencies as, for instance, 1000A/100D, 1250A/150D, 1500A/200D, 2500A/250D (in U. S. P. Vitamin Units per gram).

PEDER DEVOLD'S OLEOVITAMIN A AND D U. S. P.
A particularly fine Cod Liver Oil substitute simulating the best characteristics of the natural product.
(The U. S. P. product must contain 850 to 1100 units of Vitamin A and 85 to 110 units of Vitamin D per gram).

PEDER DEVOLD OIL CO., INC.
155 VARICK STREET, NEW YORK, N. Y.
Cable Address "Vitamine" New York — All Standard Codes

SANTONINE

AND OTHER ALKALOIDS

OF AMERICAN MANUFACTURE

SANTONINE COMPANY OF AMERICA, Inc.
155 VARICK STREET
Cable address: SANTONICUS NEW YORK

trade contracts, agency agreements or voluntary policy. We care not what you use, but we are interested in having your goods distributed along economically and socially sound lines. We are convinced that such method of distribution taking the place of a method existing at present, which is economically unsound, is one of the strongest measures, one of the strongest pieces of work that you can engage in to make this country stronger in order that we may more effectively aid our Allies.

Elimination of waste is the thing we need. We are asked today to conserve paper, paperboard and similar products, to eliminate cartons from packages, to effectuate savings in different ways. You have all been advised of this situation with respect to packing materials during the last few weeks. How many of you created a department or named a man or a committee in your organization to survey your own business and find out where you can eliminate wastes? Eliminating wastes and operating along economically sound lines are basic and fundamental to rendering better service to your government. They are basic and fundamental in order that we may render a better service to our Allies.

Treasurer's Report

The report of the treasurer, the Manufacturers' Trust Company, was presented by Secretary Newcomb, referred to and approved by an auditing committee headed by Robert Morrisson, and adopted by the convention. The financial summary of the year's records is as follows:—

Balance September 16, 1940	$ 16,068.39
Income	68,452.42
Total cash position	$84,520.81
Total expenditures	70,698.27
Balance September 24, 1941	$13,822.54
Balance September 24, 1941	$13,22.54

Marketing and Priorities Forum

OPM experts and representatives of drug manufacturers, wholesalers and retailers discussed marketing problems and defense priorities in an open forum September 30.

E. T. T. Williams, of Becton, Dickinson & Co., chairman of the manufacturers' committee, presided at this forum. The proceedings went along as follows:—

Mr. Williams:—It is the purpose of this session to discuss some of the problems which confront us and with which generally we are familiar, to develop suggestions which we hope will be informative and thought-provoking and instructive. We hope to present the positive part of the discussion first, and then if time permits, we shall ask for questions and we can throw the ball back and forth.

Well, now, as we view the situation that confronts us today, we can divide the problems up very definitely into a few simple categories. The problems may be large and difficult to solve, but at least we see what they are. First, we have the money problem. For eight years, we have engaged in deficit financing. The government has borrowed large sums of money. Many people cannot put into simple terminology and on a basis of easy understanding the facts concerning the deficit spending. If all of us will take the bank statement of the banks in which we deposit our money and examine the amount of government bonds in the portfolio of those banks and estimate the percentage of the total deposits which those bonds are and then compare that with our own deposits in those institutions, we will very quickly understand the extent to which the people of the United States are financing the government. If you have $1,000 on deposit in a bank, 40 percent of whose assets are in government bonds, $400 of your $1,000 has been loaned to the government.

Now, we all know enough about taxation to know that the government has no money. In order for that $400 to be paid back, we must be taxed $400. So we very definitely understand that prior to the war effort, prior to the defense effort, we were facing a money problem and a tax problem. Then came the war and with the war we undertook the most gigantic effort in history to finance the destruction of wealth. Our defense operation is just that, a gigantic effort to finance the destruction of wealth.

In most instances, the money that is being advanced is being advanced for tanks and planes and ammunition and torpedoes and things which will be destroyed. So we have an acceleration of money with very little to show for it. As we all know, when we have more money and less goods, we have trouble. So first is the money problem and with it the tax problem.

Second, we have the question of the materials from which we shall produce goods. We know that shortages exist today. Those shortages seem to be troublesome but the worst is yet to come. The quantities of materials actually used in the defense program are trivial compared to those that will be used. For a year we have been building machines, the purpose of which is to consume material and most of the machines are not yet in use. Many of the shortages which have so far been created are speculative shortages, people buying in advance, and shortages in a few commodities, the total of which was never far beyond normal possibilities of consumption. So we have, second, the commodity problem and the shortages that go with it.

Third, we have the problem of adjusting ourselves and our businesses to these conditions so that we can face the future with some degree of knowledge of the facts and so we can adjust ourselves to the things that have to be done.

Finally, we have to keep in mind the end result, which is the maintenance of a free economy in spite of hell and high water, so that when this thing is all over, we shall have as much as possible of the things which we have always had and love and wish to maintain.

I have tried to sum up what we propose to discuss and I am now going to throw the ball to the group of gentlemen whom I shall introduce, starting from the extreme end:—Al B. Benson, of McKesson & Robbins, Buffalo; S. Barksdale Penick, of S. B. Penick & Co.; C. C. Caruso, of Schieffelin; H. W. Adkins, of Yahr-Lange, Inc.; John Goode, retail druggist, Asheville, N. C.; Keith Keller,

E.T.T. Williams
Chairman of Marketing Forum

retail druggist, Minneapolis; Fred J. Stock, of OPM; Norbert McKenna, of OPM; Robert W. Johnson, of Johnson & Johnson; Lee Bristol, of Bristol-Myers Company.

Now, do any of you gentlemen have a question?

Mr. Benson:—I have, Mr. Williams.

Chairman Williams:—What is it, Mr. Benson?

Mr. Benson:—Can a wholesaler secure a priority certificate or number?

Chairman Williams:—Mr. Benson asks, Can a wholesaler secure a priority certificate or number? I think, Fred Stock, that is your question.

Priorities for Wholesalers

Fred J. Stock:—That is a nice one, too. I am glad that question was asked, because I think it is probably our largest problem today. I think that of all the questions in our minds, the biggest one is priorities. I think, to answer the question specifically, yes, a wholesaler can get a priority.

Now, I will have to qualify that answer, because, after all, priorities in themselves mean that you give preference to the more important things, the first things come first.

Rubber Situation

Mr. Benson:—What about rubber, Mr. Stock?

Mr. Stock:—Rubber is one of the items under complete priority control. I think there are various types of commodities and there are various types of control necessary. The specific question of rubber is one of policy. As you know, rubber is imported; our supplies are limited. On rubber there has been a definite action taken, because there is a possibility that our imports can be cut off. We are importing good quantities of rubber. We know that it would just be impossible to function in a defense effort without rubber, so the thing has been to set away a certain percentage of that rubber that we import, set it aside in sort of a stock pile, have it put away in a savings bank, if you please, so that should we go into a defense effort, we would have this rubber for essential war needs.

Now, as a result of that, there has been a scaling down on the part of all manufacturers of rubber; in other words, they have definitely been told by the section handling rubber in OPM that they shall not use over a certain percentage. This naturally pinches down on the total amount of rubber available to the industry.

As a result of that, there is some shortage. It is a question of whether you want to pinch down now and have some shortage or let things go along and should our supply be cut off, be caught completely short without this very essential material.

The general thinking, and I know that probably some of you people think, and I will agree with you, is that we can in this activity we are in here on defense and on health needs cut down the consumption of rubber. I know that rubber products as a group are up 20 or 25 percent in sales. I mean the demand is there. In order to try to meet that problem, we have cut across and built up a health supply rating plan, and we hope to get aid to the producers of hospital rubber sundries, get more rubber allocated to them.

Basically, what will happen there if you tell the manufacturer to cut down 20 percent is this, that he will cut down; the demand will be there for certain items and the thinking is that naturally that will force out other items that are less desirable. For example, a company may make a variety of items, some of which are very essential to health. Naturally, with the demand they try to meet that first, and you push out and eliminate some of the rubber dollies which we can win the war without. You might have fewer bathing caps; we can probably have fewer styles of bathing caps, fewer colors, some simplification that will save rubber, and we will get our essential needs.

I think that that generally answers the question on rubber, but while I have got an opportunity to talk here on priorities, I think I should give a little broader picture on priorities generally.

I mentioned the control of rubber. It is an instance where the entire use of the commodity is controlled. It is allocated. There are other types of control. There are inventory controls, such as we have had on various metals, which are being watched and studied and conservation attempted. Then there are specific types of preference ratings and preference orders.

Getting Priorities

Getting back to the question, Can a wholesaler get a priority, if he should need a priority he would make application for it on a famous form—PD-1. PD-1 is an application for preference rating. The mechanics of that look complex. They are in actuality simple. You merely make a statement as to your supplier, give the name of your company—and I might add here that a PD-1 is not intended to be a purchase order; before you make an application on a PD-1, you should place an order with your supplier. We find a great deal at this time of people really expecting a preference rating to be their purchasing agent. In other words, I am not a buyer and I haven't any axe to grind as a buyer but to you members and you wholesalers here, the purchasing men in your organization have taken on a greater significance today, and I would suggest that you give them a lot of time and a lot of counsel. They need it. The problem is real; the problem is acute. I think certain industries have been able to get along much better than others because of good purchasing agents and I think where a company is fortunate enough to have such a man, they are riding a lot better than the organization which is less well organized.

This PD-1 goes through and is analyzed and a rating put on it consistent with its need in defense. I said before that preference rating puts first things first, which means that direct army needs get the A-1 rating—army and navy come first; we are in a defense effort.

Then you have indirect defense; you have lend-lease. Now, I know that this lend-lease thing is a question in everyone's mind. Unfortunately, we don't have too many figures. We don't know exactly what the requirements are, but it is our national policy to supply certain countries that are resisting the axis. We, therefore, have committed ourselves to deliver the goods, and we have to give those goods priority.

You then drop down into various other A ratings, down to A-10, and then go into the B group, which are straight civilian nonessential defense ratings.

I think that those ratings when applied are sent out to you on a PD-2 which is a preference rating certificate. This certificate, I think I should add, at this time is not extendable. In other words, it is a specific priority on a source and that supplier cannot pass it back to his supplier. I bring that up because there is a marked difference between a PD-2 and a PD-3. The PD-3 is the preference rating assigned by a purchase officer of the army and navy. In other words, in order to get what they want and to get it promptly, the OPM has given the purchasing officers the power to assign a specific rating to their needs. That is given on a form PD-3 which is extendable. In other words, you can give it to your supplier and he can, in turn, pass it back to his supplier by getting additional copies through the purchase officer.

Now, we hear a lot about this health supply rating plan. I have talked to your groups on it. I don't think I need to go over that in detail. I will merely state that it has an A-10 for those limited classifications of items which at this time are deemed essential to health and they receive A-10 rating; in other words, A-10 rating is given to get the raw materials to go into those finished products. The A-10 rating is also extendable; in other words, it goes back. You give it to your supplier and he in turn can extend it to his subsupplier.

There are a few other things that I think worth mentioning at this time, and that is some of the plans. We have the health supply rating plan, which I have mentioned, and then we have a maintenance and repair plan. This maintenance and repair plan is probably, in my opinion at least, a very essential thing. I mean we can talk a lot about building new plants, but unless we maintain those we now have in operation, our whole defense effort is going to bog down. This maintenance and repair plan, which is P-22, the official number of it, has been at the present time limited to some twenty industries.

I am awfully sorry to say that the drug industry has not been covered under the maintenance and repair plan. We think that it is essential that it be covered and we have made our recommendations and we are hopeful that within the next two or three weeks, it will be possible for the drug industry to maintain its plants by getting an A-10 rating for the necessary repairs and parts and things needed to maintain efficient operation of the plant.

I hope I haven't taken up too much time on this. I have tried briefly to give you some of the high spots of this complex priority problem.

Chairman Williams: Now it is well to keep in mind that the gentlemen who constitute OPM are not politicians, they are not government men; they are business men and industrialists who have gone to Washington to be helpful, and in approaching these problems, they are trying to preserve the economic system which we have and to make it do three jobs. First, they have our own defense requirements; second, they have the great mystery of lend-lease. They do not know what they are going to be called upon to do and frequently the confusion which comes from OPM, the fact that they cannot answer questions now, is because they do not know what they are going to be called upon to do. Lastly, they have the task of preserving the things which we hope to do for the civilian population.

I say that because of the fact that many men in business today because their style is being cramped, have a tendency to take it out on the OPM. I know that Fred Stock, who has been raised in the drug business, is doing his darnedest to see that the drug business receives every consideration.

I know that the attitude of Mr. McKenna, who is chief of the Pulp and Paper Section of the OPM, is exactly that. He has a most difficult task. In fact, perhaps he has one of the most difficult tasks, because he is dealing with a situation which in some respects is desperate.

I am going to ask Mr. McKenna now to explain to you his ideas with respect to the handling of his problem, which is very important to all of you, and I suggest that you listen carefully because from what he tells you will come the questions which you will wish to ask later.

Cooperation in Defense

Norbert McKenna:—It is rather tragic when P. and L. statements are so black that we must speak of war. But I welcome the opportunity to talk to you gentlemen about paper, just one of the commodities that you buy, because on our administration of this particular industry and those collateral to it may depend the conduct of OPM in relation to many of the commodities which you buy and which so far have not been adequately mobilized to serve you and to serve the community.

I think that we, Mr. Stock and I and others who contact you, can emphasize none too frequently that the burden of war is a very great one; that this country is irrevocably dedicated to the destruction of the Axis Powers, and that the price is going to be paid by each and every one of us. It depends on our alertness and our efficiency how heavy that burden will be on the public. Let us by our traditional American efficiency make the burden as light as possible.

In 1939, I went to Germany, as well as the rest of Europe, and the most interesting conference I had, and which has helped me a good deal during these try-

DAWNS ARE LESS ANXIOUS...

DURING this period of preparedness for national defense—in which science and industry are perfecting instruments of war to combat the threat of aggression from across the seas—it is encouraging to know that these two groups are also developing amazing new drugs and chemicals intended to relieve pain, combat disease, and safeguard health and life.

Chemical synthesis, carried out in the research laboratories of industry, has made many notable contributions in the fields of chemotherapy and nutrition, among which the sulfonamide compounds and the vitamins are of great importance to the health and welfare of our armed forces and civilian population.

Twenty-five years ago, the American people were largely dependent upon foreign sources of supply for many essential products which today, thanks to the vision and ingenuity of the American chemical industry, are available for our own use, as well as to meet the needs of our democratic allies.

As producers of 1,500 drugs and chemicals, and occupying a foremost position in the development of chemotherapeutic agents to fortify the human body against infectious and deficiency diseases, Merck & Co. Inc. is devoting its modern research and manufacturing facilities, in cooperation with the Government, to the vitally important work of national defense.

And so in these troublous times, as in times of peace, it is a privilege to serve in safeguarding the health of free peoples—knowing that while dark nights of uncertainty may lie ahead, dawns are less anxious for a nation that is prepared.

MERCK

MERCK

FINE CHEMICALS FOR THE PROFESSIONS AND INDUSTRY SINCE

★ 1818 ★

MERCK & CO. Inc. *Manufacturing Chemists* RAHWAY, N. J.

NEW YORK • PHILADELPHIA • ST. LOUIS • *In Canada:* MERCK & CO. LTD., MONTREAL AND TORONTO

ing days and will in the future, was with General Thomas who, under Goering, had Knudsen's job, to put it briefly. I asked him how well the Germans did in estimating their military requirements, their essential civilian needs, and how efficient they were in adjusting them. He, a representative of a very successful military power, we all must admit, said that they estimated military requirements and multiplied them by ten, and estimated civilian requirements and divided them by the same number and then bought everything anyway.

Well, that is the competition, gentlemen. But we must not think that the success of the German regime depended or depends exclusively on a regimented industrial organism. It did not and it does not. The German people were sold on the idea of assuming a bigger place in the sun and their industry volunteered on every front the kind of effort which expedited their whole organization. Industry was eager to serve the military needs, eager to abandon the non-essential civilian needs and thus adjusted itself very readily and with a big voluntary element to the requirements, the military requirements of the nation and thus contributed to their enormous military success.

In our country—I am not away from the subject of paper, but I do want to tell you of our broad problem, too, because we need in paper your cooperation. Unless you understand our philosophy on the subject, you may not be able to give it and a great deal might thereby be lost.

We must be very careful in our administration of American industry during this war that we come out of the war with a large part of America left to us. To compete successfully with military powers such as Germany, we do have to resort to totalitarian and Fascistic methods. It is impossible to avoid it in many, many cases.

Controls Imperative

In many, many cases, almost all the great commodities—I think petroleum is the only exception—chaos or close to chaos already exists. Iron and steel, nonferrous metals, the chemicals, have already felt the desperate demands of war and the only method that OPM or government could employ to meet defense needs first was to impose priorities and allocations. That means grabbing the material at the source and letting the devil take the hindmost.

We have had a great deal of distortion and dislocation of normal commercial processes all over the country. Paper already, under serious defense stringency, is the only commodity left providing us with an opportunity to demonstrate that another alternate can be employed, namely, that self-management of industry toward a common good. If we can succeed in accomplishing this end, we may be able to evolve a pattern for the self-management of industry toward a common sociological good which will carry us through this emergency and carry us through the post-emergency period. Nothing could be more important.

We may be the only industry with such a record. We may be the only example that we can offer to the postwar demagogue as a defense against his own nefarious purposes.

When war is over, our danger just begins, because we are going to win this war. The thing that is in doubt is whether we will win the postwar.

So in paper, our branch, my associates and I are dedicated to the maintenance in business of 60,000 proprietorships, 900,000 workers, just so long as we can do so and meet defense demands first, and we are going to do it like this:

We are going to organize and have so far gone a long way toward accomplishing it, all the producing industries on one side of what we choose to visualize as a gigantic paper V. On one side we are going to organize all the producing industries to produce more reams of paper out of one ton of pulp. Paper manufacturers make their product by the ton, but you men use it by the ream. On the other side of the paper V, we are going to organize the consumer for the more efficient and conservative use of paper. We are going to stand in the middle, receive the recommendations of industrial committees formed on both sides of that V and issue directives down the middle, which shall accomplish several things, preserve competitive relation, first of all, meet defense demands; secondly, preserve competitive relationships and proprietorships and jobs, and, third, take into consideration all the requirements on both sides of each paper transaction.

Bureaucracy Avoided

We are going to do it as a general staff. We are not going to do it, so help us, as a governmental bureaucracy. We are going to try desperately to derive from you men on the consuming side of industry and from your suppliers on the producing side of industry, recommendations to us which shall take into consideration problems of your business that we can't possibly know. We will tell you what we want you to achieve; we expect you to deliver. We are going to derive what we do from industry itself. We, as government, are going to lead sympathetically and understandingly. We are going to try to demonstrate that American industry once given a target by government can itself shoot it down.

We in our branch and all the responsible executives in OPM know the dangers in government when it steps beyond the function of a general staff and becomes a bureaucracy. There is something about a bureaucracy which is self-perpetuating. There is something also about it which is not healthy to the American way of life. We are going to do our very best to demonstrate that in America government can lead and not regiment and government can assist and not destroy.

We are also going to demonstrate that when you business men look beyond your office door, you can see something beside a ledger, P. and L. statement, a sales objective; that American business once given the opportunity can see the wider social good, can sacrifice voluntarily to meet that social good.

This challenge is not only to us in management on the governmental side and to you in management on the industrial side; but also to labor in pulp and paper and in printing and publishing, I have offered that same challenge. I find enthusiastic response. Labor, responsible labor wants government to be general staff, too, and nothing more.

Paper Situation

Now to be practical about it and come down out of these noble dreams, how can we make it effective as far as it concerns you, because paper advertising your product, wraps it and delivers it? Some people tell me that that is a more important ingredient than some others in some of the products that are merchandised in this field. I, of course, don't believe any of that.

By the reduction in weights, the standardization of sizes, the diminishing of variety and color and other characteristics, the paper mills can produce more reams of paper. We believe that it can accomplish a great deal. We have estimated the demands of next year for defense and civilian use of paper to be about 25,500,000 tons. We estimate that based on the present practices in paper production, our total supply will be 21,500,000 tons, or a shortage that we guess to be about 4,000,000 tons. We don't believe that that is "Wolf, wolf!", we think it is a sound estimate, as sound an estimate as an army commander can make when he is faced with a rapidly changing military situation.

Between 21,500,000 and 25,000,000 tons stands profligacy of use, more colossal in America than any other country in the world. We believe that we can close that gap. We believe that we can make 21,000,000 tons do the job that only the profligate use of 25,000,000 tons did before, with your help. We are going to get the paper mills to produce more reams and then we are going to ask you to be conservative in the use of those reams. We want you to do several things, but we want it done by industries so nobody will be hurt.

We naturally want all of you to go home and voluntarily cut where you can, but we are really looking to the committee that I have already appointed to help us establish standards of practice so that whatever one of you do in a particular industry shall obtain throughout. We appointed Roy Peet, of Colgate-Palmolive-Peet; Bill Bristol, of Bristol-Myers; Mr. Plankett, of Merck; Mr. Clark, of Allied Products, as a committee of four to consider your paper problems all the way from your use of paper in every department.

Paper Conservation

We want you to do some of the following things: To redesign your containers, for instance, so as to save weight, whether they be for shipping or for cartons; reduce to save not only reams of paper but also tonnage. Reduce the caliber of the board you use; reduce the weight of your shipping container. Ship more units per container; eliminate spreaders or any other part that you can which is not absolutely essential to the shipment of goods; plan for the reuse of containers whenever you can; get back from a wholesaler who breaks up a shipment, the container which carries your merchandise to him. Above all, save the waste and sell it. No matter how inconvenient it may be, pile it up in your warehouses and see to it that it is called for and sold. Cut the weights of all kinds and types of label papers that you use, if you can; reduce their sizes whenever you can; cut the weights and sizes of your advertising fliers; cooperate with your paper and board suppliers and also your folding box and setup box manufacturers and carton manufacturers to standardize sizes, so that the manufacturer can get out more useful reams of paper. Don't buy ahead more than normally. Don't try to mastermind the situation and get ahead of your neighbor. When you do that, it is not in the public interest; it is not square in time of war. Do that voluntarily and see to it that your neighbor does. Don't make government do it for you.

Use your ingenuity to eliminate paper tonnage without reducing the number of paper units, because when you do that, you are costing somebody his job, some proprietorship its equity.

We want you to make these economies having in mind that we have 900,000 workers to support. We don't want elimination when conservation will do the job. The time may come when we run short of railroad cars to ship paper or labor to make it, when we will have to ask you for the elimination of products from use that will cost men jobs, but we don't want to do it too soon. We want to do it efficiently and with consideration for our fellowman.

Above all, save in clerical use. Use both sides of a sheet of paper when you can, whether the government does it or not. Don't mention again the story about the several hundred million sheets of mimeograph paper at Wright Field. We are sick to death of that one. Use your own famous American ingenuity to conserve paper without losing jobs for men that serve you.

That is what we want to try to do. Cooperate with this committee which I have appointed, because we look to them to do the hard spade work. We lost Bill Bristol to OPM, or we gained Bill Bristol from you, but, nevertheless, we replace him. Cooperate with that committee so we can issue what we term directives, which shall establish certain competitive practices among you which will be fair to all and accomplish this net result of making 21,500,000 tons do what 25,500,000 tons did before.

To get back to my original theme, if we can get your cooperation to accomplish this job, we can avoid priorities and allocations and, as Mr. Stock will tell you, when you do that, you win a battle right off. I hate to think of the millions, literally millions of applications for paper priorities that would result unless we get away with this job. It all depends on how much cooperation we can get from the using industries as well as the producing industries. It depends really on you men and not on us. It is a challenge which I hope you will remember.

Another thing I would like you to do is to see how we get along. We think that in our administration of this branch we may be doing something for our country for generations to come. We are going to try to make it a pattern of the American way. We want you all to take the shrouds off your hearts and off your minds and get out on the village green and let's fight this thing out together. Let's not have government stand Gestapo-like over us and crack a whip. It all depends on you. We will do our part. Thank you!

Chairman Williams: Thank you very much, Mr. McKenna!

We now approach another phase of the general problem that confronts us, the phase of increased inventories, the phase of changing capital structures, the phase of increased taxation, the question of capital, the question of taxes, the question of money and the handling of money.

R. W. Johnson has some observations to make upon this subject.

Defense Arithmetic

Robert W. Johnson:—I want to be very brief and more or less go into cases. Might I make a plea, however, for cooperation with such wonderful men of government as we have here. It certainly must be a relief to all hands to realize that we now have business men in government who are sympathetic with our problems and who can help us with them. All of us will surely get further if we see this as the time when we cooperate with government, because we want to cooperate, with labor because we want to, with our customers who we always like to cooperate with anyway, and with those who supply us with our raw materials, because through that we may accomplish even a greater purpose.

In the winning back of public confidence, business has been in an unpopular spot for the better part of ten years and here is a chance for us to correct that. I hope we don't miss that opportunity.

Now on these capital problems and tax problems, please understand that we at least approach it without any sense of criticism. I gather from the leaders here that my job was to attempt a realistic analysis, and I do it with a full appreciation that when you get all finished, the answer is the government has to have the money anyway. But ways and means might help and methods one against another might change the situation.

I want to point out very briefly some figures from an actual statement just in of an operating company. In the first six months of 1941, the total sales increased 76 percent and the gross profits increased 80 percent, and after estimating the taxes, as they now stand on the statute books, the final net profit decreases 7½ percent. Let's take a look at that situation for a moment. From the standpoint of the man on the street, any company in these times whose profits are reduced only 7½ percent can be said to be doing very well, thank you. It is a very small sacrifice. And that statement standing alone is true. But let's see what happened to this business.

Its accounts receivable went up about 70 percent and its inventories to keep in business at the new high level of production went up about 100 percent, and that money had to come from somewhere. Now we will assume, as was the case in this business, that it had no cash surplus, it was a young, rapidly-growing business, perhaps more typical of many businesses than one would think just now. So it started off with a cash shortage. There is nothing in this statement that would lead a business man to believe that he has any clear road to pay back capital that he may borrow within a reasonable term of years. It may be said that a good part of that capital is liquid, but certainly that is open to some debate. If further sums are necessary for frozen assets such as physical equipment and extension, then without a certificate of priority at least, the road is far from clear.

So in attempting to run a business with a full sense of patriotism, we certainly can't assist the government unless we stay in business. It does seem to me that we will have to review this question of the effect of taxation on growing and expanding industry, for quite aside from any theories on the subject, we as operators are confronted with the facts of life. A statement like this one puts them right in your lap.

So I am sorry I can't give you the answers. About all I can do is to define the problem. But it does seem to me that it is just as important to keep a business reasonably solvent so that it may be in existence at the end of this period as it is to perform many of the other functions that we have accepted.

I find a most extraordinary lack of understanding on the part of fine, qualified business executives in what we call tax economy, tax arithmetic. Strange things happen. When the government takes 10 percent of your net income, you feel one way; 20, another; 30, another; 40, 50, 60, 70, 80, 90, or 100. Business management goes through a set of evolutions. For example, around 20 to 30 percent is quite a lot of fun to spend money because you think the government is spending a part of it for you. Then after it gets somewhere between 40 and 50—and it is about that now, between 50 and 55, we think—as a general rule someone suddenly discovers the reverse of the situation, which is that we only had 50 cents to spend anyway, which happens to be true. But we hadn't seen that in those lower percentages, because at the end of the year we have to provide some device to feed back into the liquid cash box the money we have been forced to remove through the process of doing more business. So about the only value that I can see that such an analysis as this can perform is to direct your attention to one of the problems of defense operations. Thank you very much!

Chairman Williams:—Well, now, Mr. Johnson, in a sense we know what we are heading into, but we don't quite know what we will find when we get there. We do know that Europe went through the money and tax problems which we shall have to go through. I also recall that you made a study of the European situation at the time. Can you remember or can you give us some facts concerning what happened in Europe when corporations in Europe were confronted with the things which will confront us shortly?

Europe's Example

Mr. Johnson:—Thank you. That is a very interesting question to me. We had a little luck with this. In 1933, the treasurer of Johnson & Johnson was Nelson Edwards, since dead, a remarkably qualified man who had been with the Chase bank for many years and came to us because we felt we needed more financial assistance. We are industrial people; we make things and sell them. I have never felt that we were particularly strong in the business of the technics of finance.

Well, along in there I asked Mr. Edwards to go to Europe and make a real study of what had happened to European business, which had gone through a period of taxation, inflation, economy. It seemed to me it was better to get the facts than to sit around and imagine it. We equipped him with an excellent set of letters and he contacted banks, insurance companies, package product manufacturers, heavy goods manufacturers, and what have you.

I am going to read at random and I will assure you it will only take a moment, just some chosen paragraphs from that.

"In accordance with instructions, I have been in Paris, Rome, Berlin, Brussels, and London and discussed with industrialists, Scotch investment trust managers"—we thought that was a good one to throw in—"insurance executives, private bankers, officers of public banks, what actually happened during the inflation in France, Germany, Austria, Italy, Belgium, and England. I have also discussed with these men the question of how they would have handled these funds—because I wanted to see what they would do looking backward—during

KELLOGG'S *Medicinal* CASTOR OILS

As primary producers of vegetable oils for all uses, Spencer Kellogg and Sons, Inc. crush many tons of castor beans and prepare very large quantities of oil for both industrial and medicinal uses.

This provides the opportunity to grade the oil carefully and select the most suitable grade for medicinal castor oil . . . assuring uniform products of the finest quality for the pharmaceutical trade.

Control of quality in crushing and refining is governed by the staff of the Kellogg Laboratories, experts in vegetable oil chemistry. Use the name "Kellogg" as your guide to quality in medicinal castor oil.

KELLOGG'S MEDICINAL CASTOR OILS

Gold Bond—Pure, Cold Pressed, U. S. P. Castor Oil.

Diamond Quality — Refined, odorless, tasteless. Pure Castor Oil, U. S. P.

Kellogg's PERFECTED Tasteless Castor Oil.

The highest quality refined, odorless and tasteless pure Castor Oil, U. S. P. packed in refinery sealed 3½ oz. and 7 oz. bottles.

SPENCER KELLOGG AND SONS, Inc.

Administration Offices and Research Laboratories

BUFFALO, N. Y.

the different kinds of inflation that they have been through, if they had the benefit of hindsight, and obtained their ideas on the best way to protect our working capital against further devaluation, if inflation should come in America.

"In order to consider this question to the best advantage, it is first necessary to return again to what kind of devaluation and inflation product is desired. France, Italy and Belgium had all experienced a devaluation of monetary units to an extent of about 80 percent; Germany, 100 percent; England, 50 percent in terms of gold, domestically almost none.

"It is believed impossible for a nation to have extreme inflation provided it has sufficient gold and foreign currencies, provided the natural construction of payment balances," and so forth. In other words, that is a paragraph which says that if you are a self-contained nation like America, you are in pretty good shape.

Here is the beginning of this conclusion: "The experience of people in Europe shows that there was no satisfactory internal hedge," That was a little tough, after spending a month or two to get an answer. I don't think it is complete, but it gives you an indication of what that study meant.

In an effort to review what happened as a result of inflation and devaluation in Europe, it is important to first get a closer idea of the difference between inflation and devaluation, which very obviously the Europeans understand much better than we do in America. Inflation is described as the state of being puffed up. We had inflation in America in 1929. Because inflation and devaluation in Europe often went hand in hand and because our generation has never seen devaluation in America, it is expected that the people at home will treat the two terms loosely.

Now, what did we find that gave us some indication of what happened? Some people invested in common stocks. I only mention that as one of the things. And they lost 64 percent of their money. Here was a situation in Germany in terms of figures—I don't know as I can read some of these off—here was a company, the quotations in marks were ridiculous. This company went from a price of 59,000 marks per share January 3, 1923, to 102 sextrillion marks November 30 of the same year.

"I went into the question of endowments of universities because they endured the longest, and I thought they were particularly well managed. The University of Frankfort shows that they lost 86 percent of their money. I went to visit Heidelberg and found they had lost 100 percent of their endowment fund, which had a history of 410 years."

A little bit disappointing perhaps, but we will try and be realistic. Now what can we do? First, we have got to operate for the benefit of our government and in following our own self-interests. But one thing we can do is to be as realistic as possible with our fiscal people. Let's ask the chief accountant to come into the councils of business management. Let's do some forecasting on the score of capital demands. Let us by all means set aside all our possible tax money, and to be safe, let's add as much as 25 percent for contingencies. Let's try and be ahead of the payments. If it does nothing else, it will advance the date of your headache, but it will make you realistic and give you a fair understanding of the problem, and by seeing it early, you will probably avoid most of the difficulties.

Chairman Williams: — Now we have covered the question of commodity shortages and the money and tax problem, and throughout this discussion there runs a thread, it is the thread of military realism, as those of you who heard Major Eliot speak this morning saw. The military analysts are realists. They may not like Germany, but they call them as they see them.

Business men, as a general rule, are optimists and we have here the adjustments that are necessary to take a competitive philosophy, corporations competing with each other and restrained competition in self-interest, and adjust it to competition for the general good.

We now approach the question of some of the adjustments that may need to be made, and I am going to ask Lee Bristol to discuss one of them, which is the question of advertising appropriations. In other words, now that we don't need to make sales, what will the attitude toward advertising appropriations be?

Mr. Bristol!

Advertising Policies

Lee Bristol:—There is a certain underlying note of optimism and also pessimism. I found one evidence of it in my morning's mail in the form of a letter that came from my younger son who is at college, who raised the very pertinent realistic question representing perhaps the younger generation, in which he said —he had heard that my brother had gone down as a dollar-a-year man to Washington permanently—"If Uncle Bill is only going to get a dollar a year, how are we going to take care of him?"

This is a perfectly real situation we are facing, and I think those who have spoken before have adequately pointed out the real problems that are coming and they are coming fast. You have heard pleas to anticipate them so far. I can toss in my two bits on the subject of advertising. It is very close to me and it is close to our business and it is close to the businesses of everyone of you in the room—this impact of the government effort and the OPM on advertising. Of course, it is vitally important to us. You all surely know it is important to you in an indirect way, this consumer demand that is so important; but basically, above all, it is important to us in the broad fundamental way that it impinges on the American way of life and the standard of living and all that goes, as we believe, with the value of this democratic system. Thereby you can see that the standard of living is importantly involved in this very matter of advertising.

Now right at this moment, there exist down in Washington certain alien philosophies foreign to those under which we have operated, which must be viewed, if not with alarm, certainly with concern; for I am sure that it is they who would be interested in the emergency presented to us to take advantage of that situation and bring about certain reforms and restrictions that would very definitely cramp the future style so far as advertising is applied and so far as that advertising implication affects this American standard that we hope to maintain on that, I hope not too long removed day when the shooting stops.

The note that has been sounded already, and should be continued throughout this discussion, is one that the war is going to be over and we are going to have to face those realities and let's have something left to which we go and can return.

It is absolutely impossible for any of us to perform miracles under circumstances where, in the case of a manufacturer, the imposition of new demands for defense have literally taken out of circulation and availability certain raw materials which are necessary to the performance and the production of our products. That is very pat. So the impact of that is bound to have its effect on advertising. It is utterly foolhardy for us to assume that it wouldn't.

As England Does

Let's look for just a moment across the sea to what did happen. We have very clear evidences, most of you have seen them, what has happened to the papers, for instance, which are the primary medium for advertising in England, during the war. You see these four-sheet papers still, however — and this is a significant point—maintaining the business cards of those who would maintain their franchise with the public.

None of us in the room at the moment is probably facing the necessity for training to create any particularly new demands, creating new customers, in view of the fact that the six-odd billion dollars that have suddenly found their way into new channels of circulation are undoubtedly asserting themselves, revealing themselves in your own sales records. We know that. Yet it is interesting to look back for a minute and see what happened during the last war period, and I have seen some figures recently compiled which indicated that in the period from 1914 to 1920 or 1921, not only did we muddle our way through and worry our way through—and I think we are going to do a more orderly job of it this time than then—but we had in the case of several companies the development as an outgrowth of those storm and stress periods, actually, of new trademarks. It would surprise every one in this room were they to hear the recital of the ten or twelve or fourteen well-known names today that found their birth, conception, some time back during that approximate period of time.

I am not using that as an argument to advocate necessarily the launching of anything to complicate a situation, but I do believe that the keynote behind that is one of optimism to which Ed Williams has referred in approaching what might be and will be otherwise a gloomy period in which we operate.

And in Australia

There was one other evidence that came forcefully home to me last week. I had a visit from a man from Australia. His headquarters are in Sydney, Australia; he is managing director of a company that sells out there. He was perfectly astounded. He flew over on the clipper and got into New York rather quickly for him, abruptly, and found himself in the hotel and registered. Sunday morning he sent down for the newspaper and they asked which one, and he decided the New York Times sounded all right to him, and it came up to him, 184 pages of newsprint. He was perfectly astounded. He, in contrast to that, submitted that in Sydney, Australia, the average newspaper length and size now was six pages.

So it shows by experience if we look to others who have been through some of this mill what may well be facing us. Our policy, therefore, I believe, should in an enlightened sense be a realistic one. If we haven't the goods to deliver to meet this demand, we will undoubtedly not be fools enough to further complicate the operation of the wheels of the machinery that is working so ardently for defense; but at the same time, none of us should become so faint-hearted as to ever jeopardize that one priceless ingredient that we have in the form of a franchise with the public nor should we ever yield the field on that.

So there are plenty of readjustments in the offing and I submit to you we must be realistic in facing them and in so doing face it not too discouragingly, but eminently realistically. If the rest of this discussion achieves its purpose, I think there will be sounded here a keynote—don't let's get panicky, but let's be willing and ready to face the inevitable facts.

Chairman Williams: Mr. Goode, past president of the N. A. R. D., is with us and I am wondering if from the viewpoint of the retailer he has a question to ask.

Federal Retail Taxes

Mr. Goode:—The question that I have to ask is what the retailers expect of the wholesaler during this emergency. Now, if we are to believe what we have read, some of the reports that I have heard circulated around this convention, and what my own local jobber, over in Asheville says, that the retailer expects of the wholesaler his shirt; he says of the Asheville crowd lots of times he wouldn't be surprised if they want his shoes and socks. But you know we ask only our friends for favors; it is only our friends that grant them.

There is a beautiful relation existing between the retailer and the wholesaler. The wholesaler is a sort of father confessor to the retailer. He helps him with his problems, he helps him with his bank account. If it hadn't been for the wholesaler, the field of retail drug distribution would be very sick indeed. It never would have made the grade during the last five, seven or ten years. We retailers owe a great deal to the wholesaler; he is indispensable. But we do expect of the wholesaler information. Some philosopher back years ago said, "The informed man is the stronger man."

In this national emergency the retailer can fulfill his mission much better if he is informed. During the last war, we saw the retailer using his imagination, growing hysterical, buying things that he had no use for on earth in quantities sufficient to last him possibly in some instances to this day. If the retailer can get from the wholesaler information, he can do his bit in this national crisis, and I sincerely and in a spirit of patriotism ask in behalf of the independent retailer the privilege of doing our bit. Not only can we do our bit for our country and ourselves and for the wholesalers, but we can do a good deal for the manufacturers. No doubt due to priorities that Mr. Stock spoke of, many manufacturers are going to have to change the formulas of some of their preparations.

For instance, someone has suggested that oil of sassafras was going to have to be used in soap liniment instead of oil of lavender. I believe that would make a tremendous lifference in the odor and appearance possibly.

The retailer ought to have all the information he can get through the wholesaler, the drug press, and otherwise, in order that he may tell and help the manufacturer explain to the public why some extreme change has been made in his product. We offer you our fullest cooperation. We want to be informed. We must be informed if we are to do our part.

There has recently been passed in Washington a new tax bill levying an excise tax on toilet goods and jewelry. No lists have been made; there is a great state of confusion in the retail field on what we are to do. The retailer, as he has done in the past, and he will do in the future, turns to the wholesaler, and I turn to Mr. Adkins on my right and ask him what about the excise.

Tax on Retailer

H. W. Adkins:—Well, John, as your wholesale adviser, let me tell you first that the taxpayer under this new retailer's excise tax is the retail druggist. He is a retailer of any type, but in the particular law that has been passed there is nothing in that law which demands that the retailer pass that tax on to the customer. So that if you don't get it out of the customer, you have got to take it out of your pocket. That is something that is very important.

The taxable items that affect the retail druggist primarily, under the jewelry division, the jewelry tax of 10 percent, are watches and clocks, and under the toilet preparations, there is quite a list of them. I will just try to cover very quickly for you, John, this one point:—

"There is hereby imposed upon the following articles sold at retail a tax equivalent to 10 percent of the price for which sold: — perfumes, essences, extracts, toilet waters, cosmetics, petroleum jellies, hair oils, pomades, hair dressings, hair restoratives, hair dyes, aromatic spirits, toilet powders, and any similar substance, article or preparation by whatsoever name known or distinguished, any of the above which are used or applied or intended to be used or applied for toilet purposes."

Now that is the law. In every law there are what are known as rules and regulations which the Commissioner of Internal Revenue issues for the guidance of the administrative provisions and the collecting of those taxes. This law is very similar to the prior law that was enacted on manufacturers and the regulations in which it is promulgated, advising the commissioner how to proceed to collect that tax, which is very similar to this law, are practically the same. The department at Washington have advised that they are going to be sort of guided in collecting this new tax along the same lines as set forth in regulations 46.

Regulations 46 at that time stated that any article advertised or held out to be suitable for toilet purposes or for any purpose for which the articles enumerated in the Act are customarily used, will be subject to the tax, regardless of the name by which it may be known or distinguished. The tax attaches to the sale by the manufacturer of all preparations which are used or applied or intended to be used or applied for toilet purposes or used in connection with the bath or care of the body or applied to the clothing as a perfume or to the body as a toilet article.

Now, John, you have in your store many items that are on the borderline. We have had notification from Washington yesterday morning definitely that soaps, shaving creams, combs, tooth brushes, rubbing alcohol, are not taxable. There is a borderline on face astringents. If face astringents are used for adhesions or acne conditions, they have a medical aspect to them; they are going to say that that is not taxable, but if it is purely for beautification and toilet preparations for toilet purposes, it will be taxable.

Where Tax Lies

Now many times in going around your store, you have got a Christmas set for a man and a woman or a man comes in and wants to buy it. Say the set is $3.98. There is nothing in there that is taxable under this law except perhaps a can of men's talcum powder, which is only a 25-cent can; but if there is any taxable item within a group of nontaxable items, the entire sale is taxable. In other words, the whole $3.98 kit would be taxable.

The same thing, if you can keep this in your mind, in a department store. If a dress is set up for $38.50 and it is adorned with jewelry, the entire dress at $38.50 carries the 10 percent tax or $3.85; whereas, if the department store had billed and sold and advertised that dress as one dress, $35, jewelry $3, then the tax would only have been applied on the $3. So you have many cases in your store that are going to be on the borderline. I believe in case of doubt, collect the money from the customer so you don't have to pay it out yourself. In the interest of national defense, I think you ought to collect the money and pay it to the government.

The government isn't going to furnish you with these returns. You have to go to the collector's office and get them. Every month you have to make out that return. You have to pay in cash to the government the tax shown by your return by the 30th of the following month.

In making up that return, they are going to ask you to list sales. They are not going to ask you to take the total amount you sold in quantities, but sales; because if you had four sales of 25 cents each, each one of those 25-cent sales will carry a 3-cent tax, because the regulation says in the payment of taxes on articles covered by these regulations, a fractional part of a cent may be disregarded unless it amounts to one-half cent or more, in which case it shall be increased to one cent. So, therefore, on four 25-cent sales, the government should have 12 cents, where on a $1 unit sale, the government would have 10 cents.

So I believe that instead of using the theory of the cash register, that is, of having one key, like key T for taxes, that you should enter in the book the date, the item like one Coty face powder, $1 and opposite that, 10 cents.

Now we come to section 2409, which has been discussed considerably by many retailers, and that section says this:—it is a square provision: — "However, in connection with the sale or lease or offer for sale or lease of any article taxable under this chapter, to make any statement, written or oral, in advertisement or otherwise, intended or calculated to lead any person to believe that the price of the article does not include the tax, imposed by this chapter, shall on conviction thereof be punished by a fine of not more than $1000."

Now, John, that simply means this, you have an advertisement: "Goode pays the tax." They can't do anything under that provision, as we interpret it. If you said, "Buy at Goode's and you don't have to pay a tax," you would be subject to $1,000 fine because you are leading people to believe that that tax is not being paid by somebody.

Ever abreast of Science and Research

MANUFACTURERS OF

Bismuth Subcarbonate
Bismuth Subgallate
Bismuth Subnitrate
and other Bismuth Salts
Brucine Alkaloid
Brucine Sulfate
All Salts of Cinchona Alkaloids
Iodine Resublimed
Iodoform
Menthol-Y
Potassium Iodide
(Cryst.-Gran.-Powd.)
Quinine Sulfate
and other Quinine Salts
Strychnine Alkaloid
Strychnine Sulfate
Thymol Iodide

Day after day . . . month after month . . . year after year . . . NYQ is constantly carrying on research to assure its customers that products carrying the NYQ label will be of the highest possible quality. The manufacturing of NYQ products is kept under continual control from the time the raw materials enter our plant until they are delivered to customers as finished substances. That is why you can have complete confidence in products packed under the NYQ label.

THE NEW YORK QUININE & CHEMICAL WORKS INC.

NYQ

GENERAL OFFICES
99-117 North Eleventh Street, New York, Borough of Brooklyn
ST. LOUIS DEPOT, 915 MARKET STREET, ST. LOUIS, MO.

NYQ

Tax and Fair Trade Prices

Now, of course, as I said before, you have to pay the 4 cents. If you don't get it from somebody, it comes out of your profit and you claim your profits are low enough now at the present time. So we come into this idea of where manufacturers have come through and set up a certain price. We can come through with vitalis, for instance. On vitalis, for instance, the minimum price was 30 cents on a particular package. That is right, isn't it? As long as you sold it at 39 cents, I doubt if any court of competent jurisdiction could object to that. But at the same time if you sell that for 39 cents and have to pay 4 cents out of your pocket, what happens? You are short 4 cents on profit to pay the butcher and grocer and rent and so on down through. Am I right?

Now if that is the case, you want to add the 4 cents tax and pass it on to the consumer, because you feel you can't afford it. Some competitor across the street says, "I am going to absorb it." So what are we going to do? This particular manufacturer of vitalis wants you to have a profit. So he last Friday sent out to every retail druggist, department store and variety and syndicate store in the United States a new amendment to his fair trade contract, which gave a price of 43 cents for that particular item taxpaid.

When you are ringing up that sale of 43 cents, you take one-eleventh off all tax-paid prices. You see one-eleventh of 43 would give you 39 cents. So then you would list there a 39-cent sale for the vitalis and opposite it an amount of 4 cents. So when you come down through there, this particular manufacturer has given you as much profit as you had before, provided you with a protective angle from competitive sources so that they all have to get an amount which is equivalent to yours and which still will allow you the same amount of profit you had before and still give the government its tax.

Other fair trade contracts have provisions in there, fair trade minimums exclusive of any state or excise tax which may hereinafter be imposed. It is my belief that those existing fair trade contracts automatically raise that particular price.

Now, if you were in the city of Chicago and there was a $1 sale and the State of Illinois or the City of Chicago had 10 percent tax, it would be $1.10. You would not collect another 10 percent on the $1.10, because you have a right to deduct the State tax in calculating the government tax, so you would only add 10 cents to that. So the customer would pay $1.20, 10 cents being calculated and in your sheet, you would write up one Coty powder, $1 and 10 cents tax.

Now I believe the high spots have been covered there, John, as it applies to a retailer, keeping these things in mind that there is going to be a lot of items on the borderline. You must either collect the tax or you are out of it. The manufacturer, I believe, if he is sincere in having you have as much profit now or profit under this new law as you are now having, there is only one way he can do it, and that is to try either through the voluntary method of stabilization or through a fair trade contract to raise that or have his contract executed in such a way that you are provided with as much profit after paying the 10 percent.

Mr. Caruso:—Mr. Adkins, I know you have studied the tax thing and you have told about the retailer, but I think there are some items where the retailer is not required to collect the tax. Where does the wholesaler come in the picture?

The Tax and the Wholesaler

Mr. Adkins:—The wholesaler when making sales to all employees, when making sales to all beauty parlors or barber shops, any sales where he knows that the merchandise is going to be consumed, must pay the tax and make his return to the government accordingly, because in the law the beauty parlor or barber shop is definitely excluded under the definition of what is a retailer. Now if the beauty shop would happen to resell that item to your wife, the shop would continue to charge 10 percent, but could take credit when they make up their return for the tax which they had paid on the purchase of the item. So the wholesaler must watch out for all of these taxable items, the sales that he makes to his employees or others who he knows are not retailers who are going to pay the tax, he keeping the same sort of a book, the same sort of a record.

Sources of Botanicals

Chairman Williams:—Let's get to the sale of botanicals for a minute. Mr. Penick, other countries have attempted to replace Europe in supplying drugs. Has there been any success, and what are the items and countries that are helping out?

S. B. Penick, Jr.:—There has been a good deal of talk and experimentation done all over the world to improve the botanical supply. Some of it has been very doubtful and unsuccessful, but there have been a great many agreeable surprises. We are getting hyoscyamus and belladonna and stramonium today from South American sources that we didn't know before could produce it. We have found on the shores of a lake in Canada a drug that never came from anywhere but Poland before. And while the stocks aren't anywhere near what they should be, we have hopes that gradually we will replace a large number of European drugs with hemisphere sources of supply.

One most important instance is digitalis. Where, ten years ago all our digitalis came from Europe, today we get it all in the United States and even have enough left over to export to England and to other countries.

While it is not to say an important drug, we were faced with a very serious condition here when we couldn't get any more juniper berries from Italy. We have managed to produce enough in the United States so that the important matter of making gin and thereby keeping up morale will go ahead all right.

Chairman Williams:—We have with us one of the most enterprising retail druggists in the United States—Keith Keller, of Minneapolis. Those of you who know him, know his store is almost a model of what a retail druggist can do. In fact, he raises so much hell in his community that a lot of people have had their eye on him for a long time. Keith, do you have any questions?

Allocations for Retailers

Keith Keller:—I should like to ask this question of the wholesaler and manufacturer, what they intend to do to control the future buying and financing of merchandise done by our local chains, pineboard types, pressure stores, and so on.

Chairman Williams:—Let me understand that question, Keith. What you are driving at is to find out what manufacturers intend to do about keeping enough capital to buy in advance, possibly at the expense of the average retail druggist who doesn't have enough capital to do it. Is that right?

Mr. Keller: That is right.

Chairman Williams: Mr. Bristol, will you answer that question?

Lee Bristol: It strikes me as if that problem were one that just fitted right into the picture of what is the obvious thing for the manufacturer to do. We are faced with an impact of this defense program, and we have a limitation. There is no reason in the world why one or both of these things shouldn't occur; first, that we continue wherever possible to maintain our contact in supplies to those outlets that have served us in the past, but that everyone shall equally and horizontally take via the quota route the same scaledown. In other words, there should be no unfair favoritism or partiality shown. To that extent, I know, speaking for ourselves, and I think it applies to any, to my mind, substantial thinking manufacturer, that is a policy that should be maintained.

But I overlooked, in referring to advertising there, one point I want to just leave with you now, one thing about advertising that all of us are not going to do, otherwise we would be controverting the wishes of the government at a time when our patriotism is being called into use. That is, we are not going to say by any advertisement, "Well, there are only two more days' supply left" or only so many more cases left, which develops the grandest fear psychology and hoarding buying that could possibly occur.

Keeping Prices Down

Chairman Williams: Well, now, we have attempted in a broad way and specifically on the part of the individual speakers to cover the range of problems that were so disturbing and in attempting to summarize what has been said, there are a few points possibly that need repeating.

I think from the standpoint of money control and taxation, we are all going to need plenty of time and plenty of help to study the problems with which we will be confronted in the next few months. I cannot stress that angle too seriously, because it is one of those things which will catch up with you and you will suddenly discover that you are one year behind where you should be.

I believe the figures in England show today that the government is taking 89 percent of the profits. We know that the United States government, which has never been loath to tax, is going to take more and more and more. Those of you who have the administration of businesses under your control will need to be particularly careful to safeguard yourselves. When we get to the field of competition, in which shortages are apparent, we find that manufacturers today have a different attitude than they had twenty-five years ago. I find that manufacturers as a group are not raising prices indiscriminately. They are doing their best to control prices. They are doing their best to keep them within reason because they recognize the volatile advance brings equally volatile retreat.

My company makes 3,500 items; I think we have raised prices on six. I believe that wholesalers today are cooperating more intelligently and more wholeheartedly in an effort to keep the retailers from buying wildly. I think wholesalers are trying to control their stocks and control the allocations of the merchandise that is available on a fair basis. I think that all of us were burned once and we are learning our lesson and we are doing our best not to get burned again.

I do believe that psychologically we are confronted with a very serious problem. For years we have been training sales organizations to sell goods; we have been developing sales promotion departments to sell goods, and out in the field operating for us are all of the forces which have been developed to sell, and today if we are not too careful, those forces will sell the country short.

We have to change our attitude. I say we have to change because if we do not voluntarily change, we shall be forced to change. We must perforce consider that the end result, whether we like it or not, whether we believe in it or not, is the question as to whether the Axis powers shall prevail, or whether the forces that oppose them shall prevail. We are committed to a policy of cooperation. The end of the road is a long way off. And, as I said in the beginning, things will get worse, much worse before they get better.

If, with our eyes open and with the degree of cooperation which is voluntary, we go into this thing knowing that we are all going to be hurt, we may get somewhere; but if we fight the inevitable, if we believe that we can do business as usual, that we can retain profits as usual, if enough of us feel that way, we shall then have superimposed upon us mandatory regulations governing the handling of money, the handling of profits, the handling of commodities and all of the other things which affect our daily lives.

We can, if we wish, take a gloomy view of this thing because if you look at it realistically and keep your head down, it is gloomy; but we are equipping ourselves to produce more and more goods. We are equipping ourselves mentally and socially to handle this problem, and I believe we can do it.

Are there any questions from the floor?

Effecting Economies

W. J. Schieffelin, jr.:—May I ask for a comment from Mr. McKenna. This whole discussion this morning brings home to us that something we have been vaguely expecting is here now. With reference to one of Mr. McKenna's suggestions, I think most of us have noticed that communications from the other side for over a year have been both printed and typed on both sides of a sheet of paper, and here is something that each one of us can put into effect this week in our own businesses when we go home. I am ready to do it—instruct every one in the office, every stenographer, to turn the sheet over for every letter that goes more than one page.

I would like to hear Mr. McKenna's comment on that. I would like to make one further comment. The puncturing of the fallacy that because the government pays a proportion of any expense we have, it is all right for us to go blithely ahead and waste part of our stockholder's money that could be turned into working capital seems to me calls on every one of us to put into effect again what we had in effect in '30, '31 and '32, the watching of every cent of unnecessary expenditure and stopping it.

Chairman Williams:—Mr. McKenna, do you wish to comment on that?

Mr. McKenna:—That is a very helpful measure. It should be just the beginning, obviously. The cutting of letterheads in half for short letters is another great help. The use of a smaller size envelope is still another help. Not writing at all is an even greater help, probably.

I just think you have to turn a sharp scrutiny on all your uses of paper. I didn't detail them because it is, I think, more important for you executives to go home and tell your various staffs to conserve not only money but also paper in every department and to urge their cooperation with their suppliers in the reduction of waste, standardization of sizes, reduction of variety as well, so covering it from every front.

If you do what you have just suggested, you will turn your whole clerical force, make your entire clerical force alert to the economy we need.

Chairman Williams:—Are there any further questions? If not, we appreciate very much the attention you have given to our discussion this morning and I know that we are all very grateful to the gentlemen who have participated. If any of you wish to speak later to Mr. McKenna or Mr. Stock, they will wait for a few moments here and you can make your engagements with them.

Advice for Management

Discussions of the various activities of committees and other units of the association constituted a forum on management October 1. The presiding officer was John C. Davis, of Davis Brothers, Inc., Denver, a former president of the association. The several committee activities were handled as follows:—

John C. Davis
Chairman, Management Forum

Credits and collections, Grant R. Graham.

Employee relations, Joseph G. Noh.

Insurance, Robert Morrisson.

Legislation, Charles A. Loring and H. M. Bingham (Washington representative).

Marketing statistics, George W. Kauffman.

Sales management, C. L. Smith.

The function of these representatives was to answer questions. Chairman Davis invited inquiries, with the following results:—

Labor Bargaining

Charles S. Beardsley:—I am glad to see a man on your forum that is familiar with labor. I would like to ask Mr. Noh if he were negotiating a C.I.O. labor contract or an A. F. of L. labor contract, whether he would, when it comes to bargaining, consent to the maintenance of the union by collecting the dues for the union and the fines for the union, and after a probationary period it would be compulsory on the part of the employee to join the union, and in connection with the grievance committee which is organized always in a union in a plant, whether the grievance should first go to the steward of the union, instead of the foreman.

I would like to have a very clear, definite rule laid down that we might follow.

Mr. Noh:—Mr. Beardsley's question can be answered in one word: it is illegal.

W. J. Schieffelin, jr.:—Mr. Noh, there are two of us who would really like to know what is illegal. We didn't quite follow you.

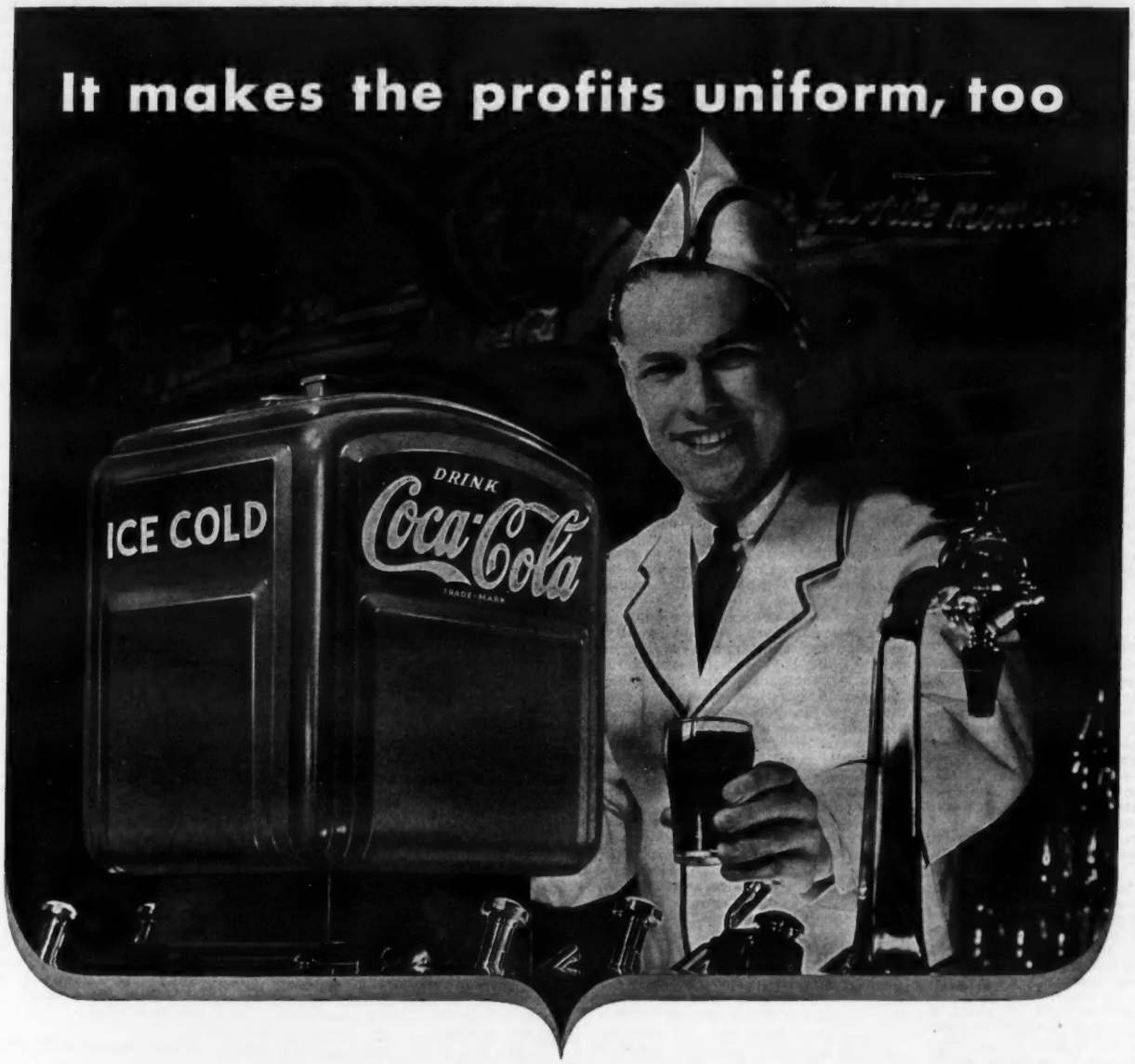
Mr. Noh:—The question asked by Mr. Beardsley is so, should I say, large that if we were to get into it this morning, our sixty minutes would be gone before we had an opportunity to really answer it thoroughly. It is controversial and when I say illegal, I mean that that particular part of Mr. Beardsley's question pertaining to the dues has been found by the center member at our table here in the attorney field to be answered best by that word, "illegal." I refer you to counsel.

C. S. Beardsley:—I didn't mean to throw into the meeting a question of that kind, except that particular question is now uppermost in our minds out in Indiana, and I think that answering the question that this meeting would be guilty of recommending something where we would act cooperatively in the form of conspirators, is what you meant to be illegal, rather than the question being passed upon by the courts as being illegal. Is that right?

Mr. Noh:—That is right.

Mr. Beardsley:—Well, I withdraw the question.

However, this very identical thing he has answered in some of the more constructive things that he has related to us, and I think on account of the fact that these reports from this convention



Drink Coca-Cola TRADE-MARK REG. U. S. PAT. OFF. Delicious and Refreshing

No matter who operates it, the Dole Dispenser for Coca-Cola serves at least 115 drinks from each gallon. This means uniform profits on every gallon and makes possible a gross profit of at least 65%.

Coca-Cola served through this dispenser is uniform and delicious—always the kind of quality product which builds repeat sales and greater profits.

COPYRIGHT 1941, THE COCA-COLA COMPANY

THE FOUNTAIN DISPENSER DESIGNED TO MEET YOUR NEEDS

come out in printed form weeks after the convention, that it would be well for the more important papers to be distributed and mailed to the members, associate and active members, immediately, some time next week.

We ourselves—I don't want to hang our family washing out on the line for everybody to look at, but we are now in the midst of a negotiating and bargaining contract and these things are uppermost in our mind. That is the reason I asked the question. I didn't think that you could have it right on hand to answer it, but those are the things we all have to face in negotiating these contracts.

Thank you, very much!

Chairman Davis:—Mr. Bingham would like to make a remark about the legal side of this.

Mechanism of Bargaining

Mr. Bingham:—Mr. Beardsley, may I attempt to answer your question? The national labor relations act requires the employer to bargain collectively with his employees. So far as your company or any other company is concerned, it is a matter of policy. All you have to do, you have to meet with a committee, a representative committee of your employees, and you have to bargain collectively. However, you do not have to arrive at any agreement; if you don't, naturally you may anticipate a strike. Whatever agreement you arrive at is incorporated in a written document which may or may not be recognized at some future time by the union.

It is a matter of company policy as to whether you are going to have a closed shop, a maintenance of union shop such as they had in the Federal Ship Yard case, which resulted in the Federal Government taking over the ship yard; or whether you are going to have an open shop. But as a matter of policy, it rests with you as the employer, and it is something to be worked out by you, rather than on any legal principles. All you have to do is bargain collectively and whatever agreement you arrive at is the agreement with that particular union and that particular place of employment.

I hope that answers your question.

Collecting Union Dues

Mr. Beardsley:—Thank you, Mr. Bingham. That is very elemental. We know that. We are in the midst of drawing these contracts, but I would like to know as a matter of policy of the national drug associations—and we have read the Parke-Davis contract and the Dow contract and the Ford contract and all the rest of the contracts in this business which is organized; some of them do and some of them don't.

I would like to know from this expert down here on the negotiations, from St. Louis, and his paper is wonderful, I would like to know as a matter of policy whether it is good policy or bad policy to collect the dues and the fines and let them go all the way.

The argument that Labor gives you when you are in a bargaining committee is this, a house cannot live divided. They go back to the Civil War and Revolutionary War and all the wars. I don't know whether it is illegal or legal or not. I would like to have his personal opinion whether his house down in St. Louis collects the dues and collects the fines.

Mr. Noh:—I can answer that, Mr. Beardsley, by telling you that we do not.

Muddling the Big Fault

E. T. Sickel:—What seems to be the bottleneck in sound employee relations these days?

Mr. Noh:—The great bottleneck in sound employee relations today is the temporizing of management, muddling through the problem that is facing them rather than meeting it as one of today's big problems in business. We have found in studying the problem that there are a number of basic essentials that should be taken into consideration.

Just to let you gentlemen know that we actually have prepared reports that you will be able to read in their completeness when they are published, I want to refer to the report on employee-employer relations as it covers that particular problem. First is the need on the part of management to recognize this:—The people who help you run your business, make, ship, and handle your goods, answer your telephones, talk to your customers, are the very people who are able to either enhance your net profit or else place your businesses in the red. Therefore, they are the very people that need to be given consideration in this problem of relations because since they are able to either make or break you, we certainly want them to be interested in our particular businesses.

Now, next, with the employer or management recognizing this, we have to be in a position to place in the minds of our employees certain basic facts about our business so as to replace the false statements that they are hearing day in and day out. When you stop to consider that over fifty wholesale drug houses have been unionized during the past year, it certainly shows that there is a lot of information falsely prepared being poured into the ears of those employees. Now let's take just a moment and consider some of those falsehoods:

One way to create buying power is to spread wealth by dividing it instead of multiplying it.

Bigness in industry is usually synonymous with badness. Two percent of our people own 80 percent of our wealth.

Development of labor-saving equipment creates unemployment.

Management has been overpaid at the expense of the worker.

There is an inevitable conflict of interest between employees and employers.

The number of jobs can be increased by reducing the hours of work.

Business profit is a uniform percentage above costs which employers can and do fix at their own decision.

It is within the power of employers to increase the income of workers by sharing a larger percentage of that profit with workers.

Management is interested only in oppressing the working man, gypping the customers and making a maximum profit for capital.

Now, this does not exhaust the list by any means, but there are a number of theories that are being given to the workers every day and they indicate a vital need for education and salesmanship of a high order.

Improving Relations

Question:—I would like to ask you this question: Do you know of any method used by management to create a better relationship between the employees and the employer?

Mr. Noh:—Yes, we have studied these methods, and in our report we have submitted eight different methods, either used individually or collectively, very successfully. I will not attempt at this time to go into detail on these various methods. The one that we found producing the finest success, though, used by very few companies, is the one we have referred to in the report as cooperative management. Let me just for a moment review just the high spots of that.

This plan of cooperative management gives the employee the opportunity to share in the management of the company; while the control never actually leaves the company's chief executive, all the plans, suggestions, changes, thoughts, ideas and requests come from the employees. These are given consideration by special boards that are appointed among the employees. Recommendations are made, finally approved by the management, and then set into motion by the department heads.

You will find in our report that we have gone into quite some detail on this particular plan. You will find an outline of cooperative management there. This plan was used first very successfully by McCormick & Co. and then later picked up by the Williamson Heater Company. They have found this plan to work very successfully. We have tried it in the wholesale drug business, and we find that we have a new spirit of relationship immediately existing among employers and employees.

These other plans that we have placed for your consideration cover pension systems, stock ownership, bonuses, profit-sharing, employee house organs. By the way, you found on your chairs today a slight review by the Victoria Advertising Company on the subject of house organs. They have been quite successful, very successful, in the preparation of house organs for a number of companies, included among which are companies represented in this room by certain manufacturers in our field.

Now, there are many other means of improving employer-employee relations. These methods will be successful if management will keep in mind that the average worker desires fundamentally these four things which we have in our report:

(1) Having a job so he may provide for his family;

(2) a sense of importance and recognition of his work—that is where your cooperative management comes in;

(3) equal opportunity without favoritism;

(4) an opportunity to climb and build an estate.

Charles Doerr:—Since there is some interest in this subject, there is a booklet which Dr. Newcomb mentioned, available on the table at the back of the room as you leave, a pamphlet published by the National Association of Manufacturers, under the heading of "Suggested Employment Procedures." I believe it would be rather interesting to those that are faced with this subject at the present time.

Price Control

A. E. Geer:—We have heard lots about the price control board down in Washington and what is being done. I would like to know what the terms are likely to be if there is any information on that now.

Mr. Loring:—Mr. Geer, I don't think anyone knows what the terms of the price control law are going to be. The measure that was introduced, H. R. 3479, was the result of weeks of controversy. The participants who drafted it were not in accord even when it was thrown together. There will be a law, but when is almost as big as the question, What will it contain?

Seriously, the measures introduced would permit price control for the period of the emergency and would terminate one year from the date of either a presidential or a congressional declaration that it was no longer necessary during which it would be the aim to readjust to normal conditions. All commodities except wages would be subject to control. However, rent would come under control only in those areas designated by the President as defense rental areas and defense area housing accommodations, if within sixty days after designation the rents were not reduced as stabilized by state or local regulation.

Farm commodities cannot have a ceiling lower than the farm rate on July 29, 1941, which was 110 percent of the parity price as determined by the Secretary of Agriculture.

The President may issue regulations, appoint or designate any department or agency to execute powers under the bill.

Furthermore, if a seller violates the ceiling, the buyer may sue to rescind the sale, sue to collect treble the amount of the difference between the ceiling and the sale price. If the buyer fails to sue, the United States may. If buyers do not buy for their own consumption and fail to bring an action for treble damages, he may be charged with conspiracy. It looks like there were some teeth in it, doesn't it?

However, just what the final bill will be and who will have to administer it is just as much your guess as mine.

Ceiling for Wages

Charles J. Lynn:—Mr. Chairman, I would like to make a brief statement relative to price control, which also is a legislative question because that subject is still a matter of legislation. It seems to me, and it has been so stated by some very eminent Americans, that no adequate price control system can be set up that does not take into consideration all the factors of cost that enter into the manufacture of the products sold by American business.

The question of wages in its relation to cost is of the utmost importance and it has been urged, as I say, that in any such program wages be included. If we are going to place a ceiling over prices, then there must be a ceiling over wages as well, in order that the price control may be effective. My suggestion is that this association go on record favoring the inclusion of wages in any price control measure.

Now because there may be some differences of opinion on that question, because a matter of policy may enter into it, my further suggestion is that that be considered between now and the meeting tomorrow by the board of control and, if they then deem wise to present that question to this body for action, that they do so.

Chairman Davis:—I sincerely hope that the board of control will give thought to Mr. Lynn's suggestion.

Mr. Schieffelin:—Mr. Chairman, I take it that Mr. Lynn has proposed a motion and I would like the privilege of seconding it, that it be referred to the board; and may I add that, in my judgment, Mr. Lynn has touched on what is perhaps the major domestic issue before our country today. Two prominent Americans, so far lone voices in the wilderness, have had the courage to make the same proposal to Congress. So far, to the best of my knowledge, no business association in the nation has had the guts to make the statement that no price control measure can be effective that does not control all elements of costs.

I second Mr. Lynn's motion, with the hope that it will be unanimously carried here and with the hope that the board of control will have the courage to bring a motion embodying that principle before this convention tomorrow for its action.

Chairman Davis:—You have heard the motion and the second, that this matter be referred to the board of control for their deliberation.

(The motion was put to a vote and carried.)

Prevention of Inflation

James W. Roberts:—Is there anything real and substantial the government is doing with respect to the threat of inflation?

Mr. Loring:—The question is, What, if anything—if I got it clearly—real and substantial, is the government doing or planning with respect to the threat of inflation?

I am going to turn this over to our attorney, Mr. Bingham. It is too important a question for a layman to attempt to answer.

Mr. Bingham:—The first thing they are doing is the consideration and ultimate passage of a price control law which will set a ceiling on prices. The tax law that was just passed is designed also to counteract inflation. In other words, the problem is twofold; one, a control of prices, and the second is the syphoning of the dollars out of the citizens' pockets into the public treasury. That will probably be accomplished and steps have been taken, if you recall. There is a restriction on installment sales. There will be further regulations promulgated probably by the Federal Reserve Board, increasing the requirements of member banks, thereby cutting down the credit possibilities of the banks to the business community.

The third will be in borrowing by the government; defense bonds are an example of that. There has been a voluntary lending. There has been talk of compulsory lending. Compulsory lending might be exercised by a law of Congress providing for a certain percentage of your net taxable income, we will say 10 percent, being loaned to the government under a forced loan, repayable in a designated period, probably five or ten years.

The fourth and only other method that I have heard discussed has been the broadening of the social security base by taking in, as was in the paper this morning, some forty million more workers, including State and government employees, farm labor, domestic servants, classes that are now exempt from the act. The government will try to reduce the purchasing power of the public by taking the dollars away and putting them in the public treasury, either in the form of loans or taxes or by borrowing.

The only legislation now pending that I know of at the moment is the price control bill.

Chairman Davis:—Are there some more questions relative to legislation?

Yesterday we heard a lot about legislation and this new tax law, how the retailer was meant to collect taxes on certain commodities. That has been pretty well covered, so we needn't waste our time this morning on that phase of the law, the new tax law.

Are there any other questions dealing with legislative matters?

Revenue Law Regulations

Mr. Bingham:—May I inject something there, Mr. Davis? The day before yesterday I wired my office in Washington with reference to the regulations which will be promulgated by the Collector of Internal Revenue, and I was informed that as yet no regulations have been promulgated and the Bureau of Internal Revenue did not know when they would be coming out. As you recall, there are manufacturers' excise taxes and retailers' excise taxes. Just as soon as those regulations are promulgated, I have ordered 300 copies for the New York office and regulations will be sent directly to the active members of the association by Dr. Newcomb as soon as they come out, but as yet they are not out and the Bureau did not know just when they would publish them. The only regulations which have come out so far have been the ones relating to the floor stock tax on distilled spirits and wines and that return will have to be made on or before January 1, 1942, on the basis of inventories taken October 1, 1941—that is today.

Compensation Insurance Rates

Austin R. Waite:—Mr. Morrisson, due to the work of our committees in the past, there has been a reduction in the rate of insurance or workmen's compensation insurance. Are we likely to keep this reduction in effect or will the rate go back up again?

Mr. Morrisson:—Well, being a substitute expert, the chairman of the insurance committee and the authority for the association not being able to get here, I can only give you my understanding from discussing the subject with him, which is that the rate can go up or down. The rate is a reflection of the experience of the industry.

The chairman of our insurance committee has made it possible to get a reduction by getting a classification of the wholesale drug industry separate from other wholesaling industries. Our record being better than theirs, the result has been a reduction in rate, in practically every State. Now if we as an industry can keep down accidents, and experience shows that that means primarily keeping down the smaller accidents which occur repeatedly, such as tripping over boxes and little things like that, rather than the occasional large ones, then there is an opportunity for that rate to be further reduced. If, on the other hand, we do not watch throughout our plants to prevent those accidents and have a number of claims, the rate can go back up again.

It has been estimated that this reduction in rate will save the Association members about $25,000 a year; so it is something to think about.

Chairman Davis: — That is very nice. We all like to save money when we can, because we are not a wasteful nation as a whole; when we can save it, it is fine.

Manufacturers' Costs

O. L. Rafuse:—Mr. Kauffman, I understand that your committee has prepared a review of manufacturers' production

figures based on government reports. Would you tell us, please, what these figures show?

Mr. Kauffman:—The actual figures will be published in the N. W. D. A. Yearbook, but I might say this, in every branch of the drug industry manufacturing, the value of manufacturers' products showed an increase in 1939 over 1937. I can't give those figures in detail. You must understand these figures, of course, are based on the Bureau of Census report for 1939 and just recalling offhand, I believe it is divided, in the manufacturing industry as far as drugs and drug products are concerned, into four divisions. So I can't give you the detailed figures for each one of those divisions, but I am right in saying that there was an increase in the value of products in all four lines from 1937 to 1939.

More Women Drug Clerks

J. C. O'Dell:—Are more women being employed in drug stores?

Mr. Kauffman:—That is a good question. The answer is, yes. Of the 189,403 people employed in drug stores in 1939, 27.7 percent were women. The proportion of women was slightly higher than in drug stores with fountains than in those without fountains. Nevertheless, if the trend continues, and very likely it will due to the shift of manpower to the defense projects, this may prove to be the one thing needed to make drug stores more efficient outlets for cosmetics, feminine hygiene products, baby goods, and other products on which women are peculiarly fitted to serve the public.

Division of Outlets

Question: — I would like to ask Mr. Kauffman, do his figures show what proportion of manufacturers' sales now are going through wholesale channels?

Mr. Kauffman:—Yes, they do to the extent that the Bureau of the Census reports show approximately four-tenths, or 39.1 percent of the perfumes, cosmetics, and other toilet preparations produced in the United States in 1939 were sold through wholesalers. Slightly less than four-tenths, 37.6 percent, of the drugs and medicines produced in the United States in 1939 were sold from plants to wholesalers. Only one-fifth, 20.8 percent, of the total 1939 production of insecticides, fungicides, and related products, went to wholesalers. The sale of drugs and medicines to wholesalers increased from 35.5 percent in 1935, to 36.7 percent in 1939. Your overall average here is about four-tenths.

Trading Areas

Secretary Newcomb:—I would like to ask a question of Mr. Kauffman. I would like to know what progress he is making toward the completion of a new survey with respect to the trading areas of the United States so that wholesalers and manufacturers may have more up-to-date information on potential markets.

Mr. Kauffman: — Well, Dr. Newcomb has just given me a message here which is very good news to our committees and to all the association members, we feel. We have been working quite extensively on trying to gather a great deal of information which is available in Washington from the 1939 census, but which has not been compiled in such form that we can use it successfully in the drug trade on this problem of finding the market and where the market is and then selling it.

We have had finally, through the efforts of our committee and Mr. Doerr particularly, who has had a great deal of contact with Mr. Gosnell in Washington, a program worked out which we feel will give us information which will be of great advantage to both manufacturers and wholesalers in mapping sales routes. It will consist of a three-way breakdown based on census figures. We will have the number of drug stores and sales by states, by counties for the entire United States. Then we will have for these stores by states and counties a breakdown by independent and chain, and a breakdown by store size. There will be three sizes: (1) Below $10,000 annual sales; (2) from $10,000 to $30,000; and (3) over $30,000.

Where we have been stopped at the present time on going ahead with this work was the cost of getting it. The Bureau of the Census has informed us this week that for a certified check for $1,500, they would go ahead and make the compilation. The problem has been financing.

Dr. Newcomb tells me that the Curtis Publishing Company has just advised that they will underwrite the work for the N. W. D. A. to the extent of $1,500 and make this work possible.

Chairman Davis: — That certainly is good news. We will have a lot of valuable information if the government will get what we want out of these census figures.

Are there some more questions about marketing statistics?

We have two more experts up here, Mr. Graham and Mr. Smith, dealing with collections and sales. Are there any questions that you gentlemen want to ask these experts?

IN ACTIVE PRESCRIPTION DEMAND

Bromic Compound
Camphella
Ferro-B, Improved
Hexa-Chloride Compound
Mandelasol Compound
Tablets Iod-Ethamine
Tablets Oxiphen
Pellitol
Tablets Phensal
Siomine
Visco

PITMAN-MOORE COMPANY
Division of Allied Laboratories, Inc.
Indianapolis

Oldest Drug House in America

EST. Schieffelin 17 94 Quality Integrity Service 1794

★ SERVICE WHOLESALE DRUGGISTS . . . . for nearly 150 years Schieffelin & Co. has been supplying the needs of the drug trade in the New York metropolitan area. Now, as always, the slogan "Quality, Integrity, Service" is applicable; and we are ready and fully prepared to serve the trade quickly, efficiently and completely.

★ IMPORTERS AND EXPORTERS . . . . Schieffelin & Co. was one of the first drug houses to enter the field of foreign trade. Long experience enables us to maintain our high standard of importing and exporting only the finest quality drugs, oils, chemicals and druggists' sundries.

★ SOLE U. S. AGENTS . . . . Schieffelin & Co. represent the following products: Almay Cosmetics (for hypersensitive individuals); Crown Lavender Smelling Salts and Crown Bathodora; Peter Moller Standardized Cod Liver Oil; Triton Bath Salts for the Nauheim Treatment; Benzoinol, plain or medicated; Rufus Crowell Preparations.

★ PHARMACEUTICAL AND RESEARCH LABORATORIES . . . . The pharmaceutical specialties of Schieffelin & Co. have a justly high reputation. Pioneers in the field of endocrinology, Schieffelin & Co. now supplies a line of well-known and respected glandular products.

Schieffelin & Co.
16-30 Cooper Square New York, N. Y.

Loading Up Retailers

Kayton Smith:—I have a question for Mr. Graham. I want to ask him what he thinks of the practice of some manufacturers selling direct to the retail trade in excessive quantities and on very long terms. I think that is a question on credits that does affect us in the wholesale trade in a direct way.

Mr. Graham:—Mr. Smith, I am like our friend, Bob Morrisson, here; I am a pinch-hit expert only. Nevertheless, I will endeavor to do the best I can with your question.

The gentlemen on the committee whom I happen to represent today are funny people. They don't believe that manufacturers should sell to the retailer directly at all. Maybe we are all funny in that direction.

To answer your question more specifically, we do see a great danger and menace to the credit department of the wholesaler where the manufacturer does sell direct in excessive quantities and with long datings. In the first place, where long datings are given, we, to protect ourselves, must of necessity compete with the manufacturer. We, too, must go out and extend these long datings or at least offer them. Of course, the manufacturer loves that. He knows that at the end of ninety days if the sale happened to go through the wholesaler, if it is ninety days or 120 days or whatever the case might be, that the check is going to be on his desk in the morning and he isn't so sure of that if he does the billing to the retailer. I think as a rule he would rather take a chance on us.

These manufacturers aren't a lot of bad boys. I am not up here to ride them. I am only a baby member here myself. In fact, they are all good fellows. You yourself have played golf with them and dined with them and danced with their wives, and I think that what they want to know is what we want. So we will tell them a few of those things.

We see another great danger to the life blood of our business, and I refer, of course, to the retail druggist, where excessive quantities are offered and long datings given. It has been the experience of most of those to whom I have talked that the average retailer will take excessive quantities of merchandise at long datings if he can push the credit through the house, whether it be the wholesaler or the manufacturer.

In the case of the manufacturer making these sales directly, almost invariably the manufacturer doesn't know the particular retailer who gets the merchandise. He is some fellow out in Colorado or he is down in Florida or he is at some distant point. In our position, we usually know the fellow; he is around the corner. We call him Joe or John and I am not going to try to tell you that we collect all of our money promptly or that we collect it all ever, but we do have a much closer contact with these fellows than the manufacturer can possibly have.

What happens when the manufacturer does ship directly? Let us assume he gives a long dating which the retailer takes, believing that maybe he will be able to pay for it, but he can't at the end of ninety days or 120 days. In the New York office of a manufacturer, there is some black-haired guy with a beard and spectacles who writes two or three letters and finally shoots the account off to a lawyer.

When that occurs two or three times, it frequently happens that he is on the way to bankruptcy, whereas if we had sold him merchandise, there may have been something that we could do about it.

You brought up the question of merchandise being sold on datings in excessive quantities. This committee is in favor of one thing. They like to put a floor on the quantities given in a dating. It is the recommendation of the committee that datings not be offered by manufacturers or that they not ask us to offer datings in quantities of less than $25.

Backdoor Distribution

R. T. Dunn:—The thought just occurred to me in that discussion we had a minute ago there that that one point was neglected, I believe. The question was of selling excessive quantities to retailers direct. I find during the years that the headache of the wholesale druggist has been the backlog of the retailers down in the Southern States of the Union getting the excessive quantities and coming up to answering those three or four letters we heard about to the credit department, turning over the excessive quantities at a price to so-called "enemies" of wholesale druggists and manufacturers, the man we heard of years ago who was called the gyp, who is still in existence taking advantage of that situation by obtaining the excessive quantities of merchandise sold direct by the manufacturer and throwing it back on the market at discounts. It is a headache to the wholesaler and also a bad headache to the manufacturer. That is still in existence and one of the points we haven't brought out here this morning.

Chairman Davis:—Thank you very much for bringing that out, Mr. Dunn.

I might point out one other thing about a manufacturer selling large quantities direct to a retail druggist. The average retailer splits those with other friends of his; very seldom does the merchandising over the counter of the retailer, to whom the manufacturer originally billed a large shipment, occur.

C. D. Smith:—It might interest you to know, and the membership, that last night a wholesaler told me he was working out a plan whereby he pays his men on a monthly commission basis, holding up a certain portion of those commissions until certain collections are made of certain accounts. It was a rather interesting sidelight to me and it sounds like it has a lot of possibilities.

Mr. Graham:—For your information, sir, Smith, Kline & French has for about five years charged back to the salesman at the end of the year the approximate amount of commissions that were paid to him on bad debts. When the accounts were not collected, we charged the commission back once a year, and they don't like it, either; but we do.

Chairman Davis:—There is one more gentleman we want to hear from today, Mr. Smith, who is the super-salesman. So shoot questions to him about salesmen, sales management, et cetera. He is yours, gentlemen.

Sales Help for Retailers

A. J. Sichelstiel:—Mr. Chairman, at the Spring meeting in Chicago of the N. W. D. A., there were several retailers who came up and asked a lot of questions, made a lot of requests, and one of them was they would like our salesmen to give more information in regard to merchandising in the stores.

Mr. Smith:—I get the idea of what Mr. Sichelstiel was talking about. Those of you who attended the meeting remember we had a joint meeting of manufacturers, wholesalers, and retailers. Those of you who attended that meeting know that practically everything that the retailer asked is available if he knew where to get it. While a lot of those questions were good and sound, and some of them maybe we thought were ridiculous, evidently there is a thorn in that particular retailer's side or he wouldn't have asked the question. The fact is that those details and the request and demands that they made are available, it will be up to us to organize that information and get it to them in some kind of a way, either through literature or through our salesmen.

This association already had been dealing with that, as you know, when two years ago they formed a committee and had a substantial appropriation allotted them to delve into that, the outcome of that was the first volume of Sales Management's Guide, which was released from the press right after our last meeting here at White Sulphur.

There were some 1,800 copies of that book sold and many of them went to manufacturers as well as to wholesalers. Many of them ordered them just for their executives and sales managers and merchandise managers; others followed on through and bought them for their salesmen. It was controversial as to whether it was salesman material, and out of that came some very good thoughts, and then at the spring meeting in Chicago there was an additional appropriation set aside to print the second volume of Sales Management's Guide.

Dr. Newcomb, getting around with some of the other members of the committee, investigating closely, found that some of those books got into the houses; some of them were read, and some were not read. There were eight good, sound clauses in that first book that any sales manager could put into effect, and one salesman could yield enough from that one issue to pay well for that periodical.

In fact there was enough interest evidenced, however, to come out with the second volume which was voted at the spring meeting. That money was set aside, and we have now and it will come out within the next two or three weeks, the manuscript is completed, the second volume of Sales Management's Guide.

The reason some of the executives didn't pass it out to the salesmen, as I say, there wasn't enough material in there that was pertinent directly to the salesmen themselves. So this year we have supplemented the second volume with the Wholesaler's Sales Manual. To the best of our knowledge, it is the first time that a paper or a booklet has ever been gotten out of that nature. The committee has worked rather hard in trying to compile this information; they have done some of it, but the major credit goes to Professor Nolen, from Ohio State University. The wholesalers heard him talk and give his report Monday afternoon at our session.

However, the fact that we produced the first volume makes the second volume much more valuable because the bugs are ironed out of it. But the salesmen's manual every wholesaler in this room owes it to himself to buy one of those booklets, in my opinion, because there is a world of information in it and they cover Mr. Sichelstiel's question. There is at least a paragraph and in some instances a full chapter devoted to those problems that were presented at the Spring meeting.

Chairman Davis:—Thank you very much, Mr. Smith!

Are there any more questions about salesmen and sales management? No more questions?

Well, I have got a question to ask you gentlemen. You have heard a lot of committee reports this morning now in a new form; they have been changed. Do you like them, or would you rather have somebody get up here and read them to you? Which method do you like best, today's method? If you do, why give the experts a hand. (Applause)

To Sell or Not to Sell

A symposium, or forum, on "To Sell or Not to Sell" was conducted October 3 by John W. McPherrin, of Lord & Thomas, the chief participants being Keith Keller, Minneapolis, for retailers; Charles Doerr, of McKesson & Robbins, for wholesalers; and Charles Luckman, of the Pepsodent Company, for manufacturers.

Mr. McPherrin explained the purpose of the symposium, pointing out that the original scheme had been abandoned because it ran too much to business as usual. The aim was largely to determine how to make best use of a sales force in these days of inadequate supplies of goods to sell.

The contributions of the participants went on from there as follows:—

Service for Retailers

Keith Keller:—It is not quite clear in my mind, even now, of how to start this unless I should take for granted that I would like to voice the wishes of the independent retail druggist along the lines of selling. It is true there is confusion in everyone's mind. Patriotism is in conflict with our feeling. However, in this group, as we know and as has been stated many, many times in your meetings, patriotism has and will take precedence.

I am sure that I can assure you folks that the same will exist with the independent druggists of America. However, it would still seem that we can be patriotic business men and still continue to sell merchandise. We believe, and I know you believe, that there will be available merchandise of some type as shortages come up and particular items are eliminated. The cause of selling is more needed than ever.

I know that I can state this, that the druggists of America the past year and some time before have appreciated more than ever the selling helps that they have received from the manufacturer and his representatives, from the wholesaler and his salesmen. I do believe that it would be a huge mistake if today those selling helps were discontinued or minimized. There is a definite trend toward improving the operations of the independent retailer, and I believe that you can contribute most of that to your representatives in the field.

I believe, however, thus far the manufacturers' salesmen in most cases have done a better job than the wholesalers' salesmen. Still, on the other hand, there are some wholesalers that seem to have the key better than others. But what we really want today is to have these salesmen come into our stores and sell us ideas and tell us what to do with this merchandise and how to turn it into profits.

Now with new items coming out (they must come out in the future to replace those that will be discontinued or from which we will have a shortage), it is more imperative than ever that these men come in and tell us how to do this selling job.

I have had an opportunity to visit with many independent druggists in the past year and I would like in some way, if I can find the words, to point out to you the way that they feel you can help them most, or rather your representative, the salesman. Many of you know that when the average salesman walked into a drug store, the poor druggist is scared pink and he runs behind the counter. He is afraid you are going to sell him something.

We believe if you can take that fear out of him by being a service man instead of loading him up with merchandise which he knows nothing about and does not know what to do with, that you can answer the problem.

Inference of Approach

Manufacturers are selling that way in many cases. I would like to cite an example. Only two years ago did we learn how to detail a doctor. We have had a man in the field detailing doctors in Minneapolis for five years, but up until two years ago we didn't know how to do the job. Finally, we learned how. We learned from a manufacturer. We discovered that pharmaceutical detail men were welcomed in the doctor's office; we discovered why. Because he wasn't in there to sell him some merchandise. He was in there to sell him an idea from which he could make a profit and render a better service to his customers.

When we discovered that, we found that our detail man was immediately as welcome as they were. We then changed our methods and today when he knocks on the door, the door opens. The doctor says, "Come in, Leo." And they sit down and visit. The conversation will go something like this: "Leo, what was it that that Lilly man told me about this last week? What was that statement P.D.'s man made?" or Sharp & Dohme or B. & D. "You know, he told me about this. There was another one in the next day. I am a little confused."

So we are rendering him a service. We are still assisting in selling these ideas and correlating the ideas that have been sold, and from that type of selling and because we were welcome, we have increased our prescription business terrifically.

The same thing can be applied to the druggist, if your salesman will come in and sell him ideas, get his confidence so that he would lend an open ear and then do the correct job of selling.

I believe this, that more than ever now you should sell them departments and tell them how to operate, your baby department, the feminine department, the sundry department—we will still have some sundries. We need sundry lines in the independent retail drug store, but we have never had the proper assistance and the proper merchandising methods behind these sundry lines.

One other statement that I would like to make. That is this, that you give more consideration to clarifying the minds of your salesmen in regard to turnover. I believe that the turnover story has been grossly misunderstood by the average independent retail druggist. We believe that even today the inventories of the individual druggists are too small. We believe that you should encourage them to increase these inventories but not by dozens of the same item, but by more items, if we can put across the thought that turnover doesn't mean just a few items on the shelf, that turnover is one thing, but we should have larger inventories, more numbers of items in the inventory; because, after all, we are in the selling business. We buy your merchandise, we sell it; we keep the profits—if any.

Chairman McPherrin:—Keith made one statement at a little luncheon yesterday that he did not say here, only because it didn't come to his mind at the time, and that was this, that if we go ahead and let nature take its course under this situation that is developing in this country and let the retailer do what he pleases, sell what he can get hold of to sell, the little retailer will get littler and the big retailer will get bigger. You wholesalers, it seems to me, have got a stake in that one.

Help by the Wholesaler

Charles Doerr:—It is a pleasure to be able to be a wholesaler in between and really over the barrel. As I walked down the hall, this meeting was in a state of flux and they needed a wholesaler quick and so that is my reason for being here.

Keith Keller, an old neighbor of ours up in Minneapolis, and I, had discussions along this same subject several times before in State association meetings and that sort of thing. His challenge this morning to the wholesaler is extremely interesting.

It seems very timely to try to toss into this meeting a little bit of the threat that has come through the recent sessions. In other words, Keith has said, "Wholesalers, we want more information. We want more selling ideas. We want your men to come to us with constructive thoughts and perhaps not bushels of merchandise. Let the merchandise follow the selling ideas that you present to us."

And so in perhaps my first thought to throw into this meeting, I want to just read a couple of chapter headings from what has recently come off the press, and you have heard it mentioned many times during this meeting, a copy of Drug Store Management. This book was prepared to meet exactly the topic that Keith Keller has asked for; in other words, "Wholesalers, when are you going to come to us and suggest to us?"

I start off with these several headings which, as has already been suggested, might well be passed on to wholesalers' salesmen to study in sales meetings, to study in their homes, if you can get them to, and finally to questionnaire them in the method that Mahlon Buck has done.

"Drug Store Planning and Layout" is one; "Advertising and Store Promotion." These are methods by which wholesalers' salesmen can go into retail stores and offer constructive ideas, and then perhaps just on the way out he door say,

"Well, we still have about 50,000 items to sell." Another is "Window and Interior Display"; another one, "Drug Store Salesmanship"; another, "Merchandising Proprietary Medicines, Hospital Supplies and Baby Goods"; "Merchandising Cosmetics and Toiletries"; "Making the Soda Fountain Profitable."

Those are just a few of what we might call the selling ideas that druggists are looking for. Druggists can buy a book for $4 and perhaps dig it out, but we all know that it is a wholesaler's salesman who is timely, who is dropping into the store with a selling idea that is going to get the message across to retailers.

Some wholesalers have been very successful in working out a record of merchandising calendar for their men to operate on, tying in along with Keith's suggestion that comes along with seasonal activities, with seasonal promotions and with seasonal selling ideas.

Wholesaler's Role

The wholesaler's part is to get this merchandise that the nationally-advertising manufacturer is producing and promoting over to our good friends, the retailers. So it is just with one final thought that I throw into this meeting the suggestion that while we have been discussing at this meeting war emergency conditions, it seems to me that one of the most important things that we are all concerned about is what is going to happen when it is all over. Sixty thousand drug stores—are we going to drop down to fifty or forty or perhaps thirty, or are we as wholesalers going to take selling and merchandising ideas, perhaps by departments, perhaps by just a rearrangement of stores, a modernization program? Are we going to do our part so that when this war emergency is over, there are 60,000 drug stores employing some 100,000 retail clerks, who are going to be kept off relief rolls, which I think is perhaps as great a contribution as the drug industry can make today for the future of American industry in general?

So it is with this small bridging of the gap of answering our friend, Keith Keller, and saying we wholesalers are interested, we are going to come to you with selling suggestions. They have been put in tangible form where we can read them and pass them on to our men. But we are also interested in how this whole transaction is going to carry us over into the future period when we want to keep on doing business, perhaps not business as usual, but business with our customers who are going to continue, we hope, to be on the black side of their ledgers.

Chairman McPherrin:—I am going to ask if any of you in the room would like to ask Keith Keller a question about anything that Keith Keller expressed some ideas on here. I would like to have any wholesaler who is in doubt at all as to what he is going to do with his salesmen to his retailers, to speak. I can think of a lot of good questions that a wholesaler should ask Keith Keller, and I would like to have you hop up on your feet and ask it yourselves, rather than make me do it.

Business as Usual

Mahlon Buck:—I don't want to be political and I hope that my remarks will be so understood, but somehow I feel that this sneering reference to business as usual must come from Washington. Business as usual is the activity which is going to create all of the money which is going to be spent for defense. If the men in this room or in any other room or in any other convention start pulling in their horns in any direction simply because they can't take the slur of business as usual, we won't have the defense program which we need and we will all die of dry rot.

We all know that the administration is not sympathetic to business. I think that some of us, even if it is a voice crying in the wilderness, must come forth and state that fact. We have no assurance from Washington, it is true, that this situation is an emergency for the duration only; but we must have some confidence in the new type of statesmen which this crisis will create, such as some of the men who have appeared here on our program this week.

I have a very definite feeling of confidence because it is always darkest before dawn, that we are developing a new type of statesman who has responsibility not only to his government, but to his people and to his associates. We are getting business men in government and some fine men from this association are now serving in Washington.

No one will deny, no one can deny that competitive selling and advertising increases consumption. We for one organization are adding materially to the number of men on our sales force. We are reducing territories. We have the most ambitious sales plans in our history. We always try to be positive. We have never known that anything good came from a negative attitude.

I know that wholesalers' and manufacturers' salesmen have kept thousands of retail druggists in business, men who were almost determined to go out of it because they didn't know how to stay

THE BAKER CASTOR OIL CO.

BAKER'S CRYSTAL O. & T.
A. A.
No. 3

Also
Baker's Special Processed Oils
(For all Lacquers, Artificial Leathers and Coatings in general)

DEHYDRATED CASTOR OILS
AND ALL
CASTOR OIL PRODUCTS
AND DERIVATIVES

Oldest Producers of Castor Oil in the United States

120 BROADWAY NEW YORK
Established 1857

VITAMIN PRODUCTS
(High Potency Fish Liver Oils)
•
MENTHOL
AGAR AGAR
All grades

CONSUMERS IMPORT CO., Inc.
342 MADISON AVENUE, NEW YORK, TEL. VANDERBILT 6-5722-3-4

PROCAINE
HYDROCHLORIDE
U.S.P. XI

Manufactured under
exacting conditions to meet
the highest requirements

PUROCAINE CHEMICAL CO., INC.
Manufacturing Chemists
27-02 43rd Avenue Long Island City, N.Y.

in it. There has been enough of the large organizations in the retail field gobbling up our retail business for us to call a halt to it, because I have tremendous confidence in the men in this association. I think we have all kinds of brains here, and it is just a matter of getting hold of them and putting them to work. The fact that this association stands where it does today, so virile and so important in the field of distribution, is in itself the proof that my statement is correct.

Salesmen Provide Ideas

In our particular market, I use as an illustration the fact that retail druggists are being kept in business in spite of themselves by good salesmen, not just ours of course, but yours, manufacturers' men, our competitors' men and others. But in our particular market there is a large group of druggists who have discouraged salesmen for years. They had a cooperative of their own and they thought that that was the beginning and the end of their success in business. I am not taking a crack at that system, but I am telling you the truth, the stores which have taken that attitude, or rather the proprietors who have taken that attitude, reflect today in their stores and in their very operations and in their mode of living the fact that they have discouraged salesmen to a point where they have run out of ideas, no longer have inspiration, no longer have merchandise, no longer the will to win.

If we are afaird for a moment that our salesmen are going to make so much money out of this present crisis, don't let that disturb you. If your salesmen are commission salesmen, they will only be paid on what is delivered. I have heard a lot of talk around here about having salesmen go out and get orders for things that can't be delivered. Well, if your sales organization is properly set up and your men are on a commission basis, you are only going to pay for the goods that are delivered, and your salesmen's activities will be directed along the lines of merchandise which is available.

There is a lot of talk, without maybe the proper research behind it, and it is the usual symptom in a time of crisis. Let's keep our feet on the ground and let's not be ashamed of business as usual.

Chairman McPherrin: — Thank you, Mahlon! That kicks things around here a little bit. That ought to put some ideas in your heads that you will come back with here in a few minutes.

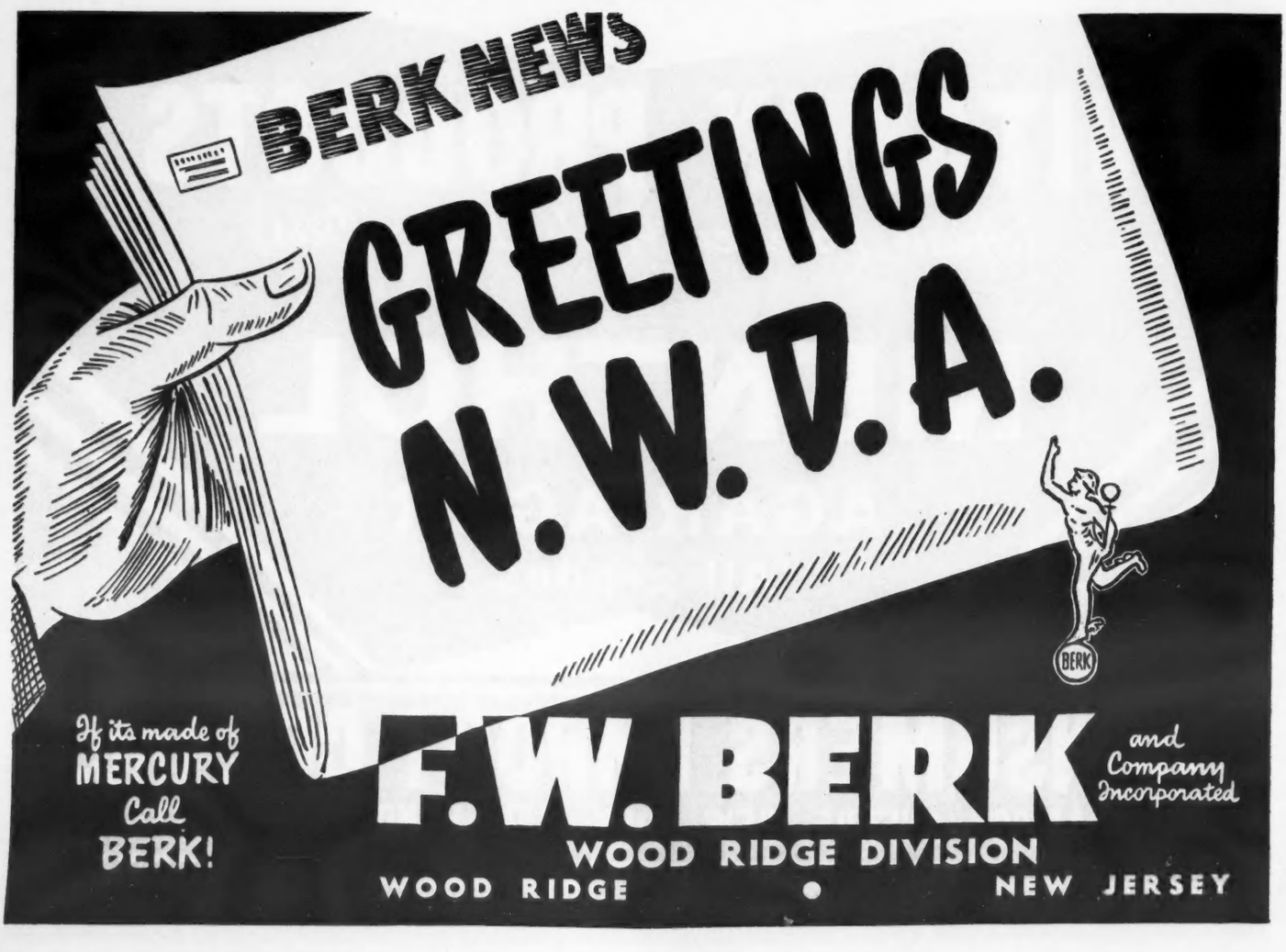
Keeping Prepared

Charles Luckman:—It seems to me that either our company is way off base or a lot of the alarming thinking and talking that I have been exposed to is off base, because our simple thought is that we as a company should start today to prepare for those events which we firmly believe are bound to come.

I don't believe we have ever been accused of being pessimists, rather I think, if anything, to the contrary. We have tried always to plan for an optimistic future, but today as we read the signs, we believe that after this heyday may be the reaper. We hope he doesn't, but he may come in the form of a depression which may make 1931, '32 and '33 look like boom years. This is a pretty strong statement and, again, it may never happen. But our preparations today are for that. I quickly want to point out to you that we are trying to prepare for it in a way which will not hurt our taking advantage of the present high money situation.

That is to say, starting about four or six months ago, our entire internal operation has been placed on a depression economy basis. We have not fired people right and left; we have not retrenched in our manufacturing and accounting and sales and advertising inside departments, but rather what we have done is to try to awaken to the fact that when business is good and the money is rolling in, it is awfully easy to let your overhead increase without becoming too alarmed about it. Consequently, we have changed our procedures internally to simplify them. We have merged departments. We have done everything that we would do if the depression were here today, except cut salaries. Obviously, salaries cannot be cut in a boom time when labor, the securing of labor, is a most difficult problem.

As you men know, I am supposed to be responsible for the management of our company and I have to face the fact that I should go to the owners of our company and say to them, "While I have tried to be a good manager in the past four or five years, I am sure that if you ordered me to make X amount of savings, that I can make them for you without impairing the efficiency of our operation, and I think I should do it because perhaps again two or three or four years from now, you may order me to make two times X and I would at least like to be half way prepared for that emergency." They did order us to do it and all that was necessary was



for us to back away from the trees and take a look at the woods.

Obviously, all of us get so close to our businesses that it is difficult sometimes to believe that there may be other simpler ways of internal operation of making people do just a little bit more in a little easier way within the same period.

Wise to Keep Pushing

Now I hasten to say that the only place that this philosophy does not hold true is in our sales, merchandising, and advertising. There we think it would be business suicide for our company to retrench because of potential material shortages.

I think that the danger is that this country—and I hope it isn't true—may go back to the philosophy of 1921, when employers would pay small wages so that they could make enough money to provide charity for needy workmen.

Now it is sometimes difficult to rationalize economy. I know it is for me. Because I was never trained in the field of economics and the experts in those fields frequently get me mixed up, particularly when they advance that thought that true rigid economy is the process by which we cut down expenses so that we can produce more cheaply and easier the things that we have too much of already.

The only field that that is not true in is the field of advertising.

Now the highlight of our philosophy is simply this:—We think it is a little bit, if I may be blunt, stupid for a person, a company in our position to advertise with tremendous expenditures products which we cannot supply, except that if that is stupid, it is completely eliminated by the fact that in our case and in the case of most products represented within this room, it is not the product itself which advertising is trying to sell; it is the usage of that product, and there is a vast, vast difference.

As you know, within our oral hygiene field today, after all the years and years of advertising and after the millions upon millions of dollars that have been spent, only 38 to 40 percent of the population of this country use dentifrices. Therefore, our problem continues to be one of educating more people to the usage of those products.

Insuring Consumption

The great danger that we foresee in the cutting down of advertising and merchandising is that we will fail during these periods of difficulty in getting materials to continue to sell people on the usage of toothpaste, toothbrushes, antiseptics and what have you, and that after this difficult period is over, if we do fail to continue to keep them sold on the usage, we must then start all over again to sell people on the usage of this type of product, mark you, not our product but this type of product.

It is our conclusion that it will be much more expensive to reeducate than it will be to continue to advertise even during the period when we may not be able to supply the demand. The demand, we think, is actually the important thing, not the supplying of that demand. To bring it down to a field in which I know I shouldn't enter, but your own field, your problem as wholesalers is in having your salesmen get Mr. Jones, the dealer, to buy from your house. Afterwards, you worry about how much he buys from your house. If your men stop calling on Mr. Jones, stop reminding Mr. Jones that you are still in business, and, as Mahlon says, business as usual, then when the emergency is over and you rehire a large organization to go back out, you are starting from scratch. It is our conclusion that it is more expensive to start from scratch and regain what you have lost than it is to spend some money during that period trying to solidify your position.

I believe that I have never yet been guilty at any time in talking of waving the American flag. I would like not to be at this point. I have seldom used the expression "the American way of life," because God knows it has been abused as an expression. But we are faced today actually with the perpetuation of the American way of life and all that the American way of life means to me is the willingness to fight to solve our present problems in a sound, substantial way, so as to keep the benefits that all of us enjoy under the American flag in the years to come.

I believe that there will be less effort expended if we do that during the troublesome period that we are going through now than if we wait to rehabilitate the American way of life.

Advertising's Part

Chairman McPherrin:—I know that I personally am very glad we changed this thing. How about you, are you glad about the way we changed this around? Do you like getting ideas like we just got? (Applause).

Are there any questions? If no questions, are there ideas you want to express? This is the time to do it. This is your meeting. I am merely the court bailiff. I have no part in it. It is up to you. Have you any comments or statements you want to make? Now is the time to make them.

ZINC OXIDE

FIRSTOLINE TRADE MARK GENUINE FRENCH PROCESS ZINC OXIDE SPECIAL ZINC PIGMENTS METALS AND METAL POWDERS

ZINC OXIDE

GENUINE FRENCH PROCESS
For All Pharmaceutical, Cosmetic and Industrial Purposes

SPECIAL ZINC PIGMENTS

Firstopone No. 30
Firstopone No. 35
Firstopone No. 50
Carbonox No. W3
Carbonox No. G3
Crystalox No. W. 2
Crystolox No. G. 2
Metalox No. 819
Etc.

ZINC DUST, ALL GRADES

COPPER SULPHATE
All grades in small and large crystals, granular and snow
Monohydrated

NICKEL SULPHATE

ZINC CARBONATE ZINC SULPHATE TITANIUM DIOXIDE

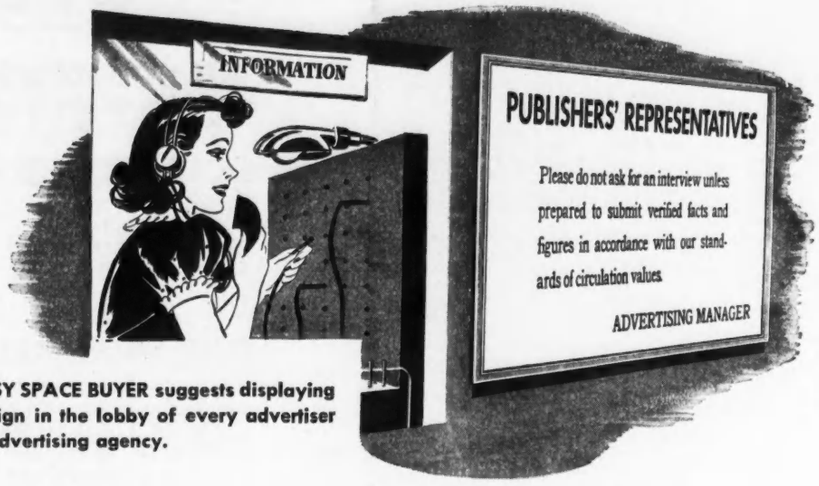
AMERICAN FIRSTOLINE CORPORATION
420 Lexington Avenue New York, N. Y.
Telephone: MU 3-5820

SMITH, KLINE & FRENCH
LABORATORIES
105-115 N. Fifth Street · · · Philadelphia, Pa.

Manufacturing Pharmacists

MANUFACTURERS OF

Eskay's Theranates
Eskay's Neuro Phosphates
Benzedrine Sulfate Tablets N. N. R.
Benzedrine Solution N. N. R.
Benzedrine Inhaler N. N. R.
Feosol Tablets
Feosol Elixir
Oxo-Ate 'B'
Pentnucleotide N. N. R.
Paredrine Hydrobromide Aqueous
Paredrine Hydrobromide Ophthalmic 1% with Boric Acid


INFORMATION
PUBLISHERS' REPRESENTATIVES
Please do not ask for an interview unless prepared to submit verified facts and figures in accordance with our standards of circulation values.
ADVERTISING MANAGER

A BUSY SPACE BUYER suggests displaying this sign in the lobby of every advertiser and advertising agency.

Well—why not?

THE days of blind space buying are over. To ask an advertiser to select media on the basis of unsupported facts and figures is like asking him to sign a blank check.

Today advertisers have definite standards for circulation values. They want to know, by these standards, how much circulation a publication has, where it goes, how it was obtained, how much the readers paid and many other facts that bear on the advertising value of a business paper. With these facts, verified, advertisers can select media intelligently and buy space with assurance that they will get what they pay for.

To cooperate with advertisers and tell our circulation story by their own standards we belong to the Audit Bureau of Circulations, a cooperative organization of advertisers, advertising agencies and publishers. Our A. B. C. report giving complete and audited information about our circulation is the advertisers' assurance that their advertising investments are protected by known, verified values.

A. B. C. PROTECTS YOUR ADVERTISING

Paid subscriptions, renewals, evidence of reader interest, are among many facts in A. B. C. reports that are definite guides to effective media selection. When you buy space in A. B. C. publications your advertising is safeguarded by audited circulation. Always ask for A. B. C. reports.

OIL, PAINT AND DRUG REPORTER

Published by SCHNELL PUBLISHING COMPANY, INC.
59 John Street, New York, N. Y.

Member of the Audit Bureau of Circulations ABC *Ask for a copy of our latest A.B.C. report*

A.B.C.=AUDIT BUREAU OF CIRCULATIONS=**FACTS** AS A MEASURE OF CIRCULATION VALUES

I would like to summarize quickly, then, what we have tried to do. We have tried to bring to the front where we could look at it and talk about it a problem which had not been on the floor of the convention. It had been in the halls plenty and at the luncheon tables down at the Casino; but it hadn't been out here in front.

Of course, we are going ahead and continue this American way of life as expressed by the idea that we have sales organizations that have created business where there wasn't any business before. Of course, we are going to do that. All that we wanted to do by this morning's meeting was to remind you that in the face of this difficult period we are in, we still must keep alive those things that have made this business by keeping on, lifting and building. If we cannot live and build sales of a product, we can lift and build respect for our own organization. That is something that can always be so.

Advertising will play a large part in this. We had intended, had there been time, to invite to speak on the floor of the convention anybody in any connection with the drug trade. Forgive me, I know you will, but there are men of the advertising fraternity who have come down here—I hope you will allow me to say this, because having once been a member of the drug trade myself, I am now speaking for those men of the advertising world who have come down here not just to get new accounts, they don't do that very much, but they come down here to listen to your problems so that they can better handle your problems, and they have a good mind. Each of them has something to contribute. They want to help in this problem that is facing the drug trade as one of you. So on behalf of these men who would normally get on their feet here now and contribute ideas which might help carry on this merchandising thought that, in other words, we must continue to merchandise, we must continue to sell something, even if it cannot be merchandise, it can be an idea—those men will, I hope, continue to come and feel that they belong, and belong because they can contribute to your industry, not as part of it but as helpers that would like to do their part. So feel free at any time in your business to call upon those members of the advertising business or newspapers, magazines, your window display people, all those who are concerned with helping us build a business; let them play a part in what you do. They are ready to help you.

Now I am going to ask Dr. Newcomb as spokesman for the N.W.D.A., if he has any last comment he would like to add to this discussion of, "Where do we go from here?", with our salesmen and our advertisers, what can be done to provide more effective merchandising of advertised products which will become increasingly important in this day of priorities, because the advertised brands will maintain their uniformity and those who make both advertised and unadvertised brands will take the priority material and put it on the advertised brands. They will not save the limited materials for the unadvertised products. So you are going to continue to have advertised brands and they are going to be increasingly important.

Basic Necessities

Dr. E. L. Newcomb:—I think I can answer that question in a very few words. The answer comes through the theme of this convention which comes to me in this form in three words—principle, education, and faith. I believe that, in those three words, is the answer to this question which is before this forum today. It seems to me that a nation is as strong as it is strong in rigid adherence to sound basic principles, to high educational standards and attainments and to faith in those achievements. The same thing applies to an industry. An industry which is high in attainments along educational lines, along rigid adherence to basic, sound principles and which has faith, will go far and is the strongest kind of a nation, and an industry to protect and preserve its own democracy.

The industry which is weak, which is filled with unfair and destructive trade practices, the industry which does not have faith in the principles which it believes are sound, will never be an industry to help preserve the democracy of the nation to which it belongs. Therefore, if the drug industry of the United States is to serve the nation in this time of strife, we need to strengthen our educational requirements and qualifications; we need to strengthen our adherence to sound business principles, and we need to pledge renewed faith in those principles.

The nation that does that, the industry that does that will serve its country as it should. The nation which fails to do that, the industry which fails to do that aids and abets Hitlerism. The industry which accomplishes these ends will help this government in this day when it is endeavoring to do all that it can to help the Allies. Are we going to be negligent in our responsibilities? I think not.

This association has for years endeav-

STANDARD SYNTHETICS

LEMON
ORANGE
LIMES
PEPPERMINT
SPIKE LAVENDER
ROSEMARY
CADE
SAGE
CLOVES
LABDAMUM
Etc.

Distillers and Importers of all Essential Oils. Manufacturers of Aromatics, Perfumes, Terpeneless Oils, and Special Compounds.

Send Us Your Problems

STANDARD SYNTHETICS, Inc.
119 West 25th Street New York, N. Y.

BACK TO *BACH*

IN MUSIC

IN ESSENTIAL OILS

Its *Johann Sebastian Bach* composer, organist and founder of much that is best in modern music.

Its **DODGE & OLCOTT COMPANY** founded by *ROBERT BACH*, who, in 1798 at 128 Pearl Street, New York City, began to deal in drug sundries and ESSENTIAL OILS, the specialty for which his house has become famous. His high ideals and business integrity remain in force to this day and the tie of relationship has been carried on from the founder. To his original lines have been added the following well known "D&O" products:

AROMATIC CHEMICALS

BALSAMS, GUMS, OLEO RESINS

FLAVOR BASES

PERFUME BASES

VANILLA

INSECTICIDE CONCENTRATES

D&O ESTABLISHED IN 1798

DODGE & OLCOTT COMPANY
180 VARICK STREET, NEW YORK, N. Y.
BOSTON CHICAGO PHILADELPHIA ST. LOUIS LOS ANGELES
Plant and Laboratories: BAYONNE, N. J.

ored to ascertain the facts about distribution, about sound merchandising. We have supplied to wholesalers and to manufacturers statistical research data. We have supplied through the newly completed Drug Store Management and Retailing by Pharmacists, the best textbooks that have ever been written on sound merchandising policies for drug stores, not overlooking the professional requirements of these institutions.

The answer is principle, education, faith, and if we follow through with the work which is now outlined for the coming year, I am sure that we will serve not only ourselves, manufacturers and retailers, but we will likewise serve our country and will do our part to defeat Hitlerism.

Chairman McPherrin:—Dr. Newcomb, that was an admirable last paragraph on what we tried to do here as a merchandising forum. I want to thank these three men representing their various industries for their cooperation in coming up here. I would like to thank right now publicly all members of the business program committee who really worked and I mean that they worked on everything on this thing. There was planning done all Summer.

President Hayes:—While he has been thinking of other members and giving them a hand, I think we should really give another hand to Stan Clark and John McPherrin. They have done a zeal job.

We are particularly honored to have a member of the Federal Trade Commission with us, and it is my pleasure to present to you Hon. Robert E. Freer, member of the Federal Trade Commission, Washington.

Mr. Freer outlined the recent activities of the Federal Trade Commission and explained its major purposes.

Narcotic Conditions

Conditions in supply, demand, and misuse of narcotic drugs were reported by Hon. H. J. Anslinger, U. S. Commissioner of Narcotics, as follows:—

Each month, for the purpose of obtaining narcotic drugs to gratify addiction, there have been a hundred robberies of drug stores. Wholesalers also are experiencing such robberies, which accounts for Dr. Newcomb's activity in having you place adequate safeguards around narcotic stocks. In Seattle, a daylight, armed robbery of one of your members took place. Dr. Newcomb has performed an outstanding accomplishment in carrying out the government's idea of safeguarding stocks, which is appreciated.

I call your attention to the danger of overstocking of narcotic drugs—not only does it create an enforcement hazard, but it dislocates distribution. You perhaps have had some excess narcotics returned to you recently by hospitals and retailers. You are able to dispose of excess stocks, whereas they are frozen in the hands of hospitals and retailers. To illustrate my point, we found that one hospital had an eighteen years' supply of codeine on hand. Among the 1,300 wholesalers not more than 1 percent were shown to have excess stocks. This is the best record of any group of registrants handling narcotic drugs.

We have in the Treasury Department vaults a supply of opium to take care of civilian and military and naval needs for several years.

This is our control program. We are furnished by the Public Health Service with an estimate of the medical needs of the United States. Based on that figure we allot opium to alkaloidal manufacturers, and then give them a manufacturing allotment for codeine and morphine to be produced. Until now, pharmaceutical manufacturers were allowed to buy without reference to quotas and a number of them became so overstocked that it became necessary to call a halt; otherwise the business would have become centered in the hands of a few to the detriment of the small business man.

In the interest of orderly distribution, we have just announced that next year quotas will have to be assigned to the pharmaceutical manufacturers so that a few will not get most of it. One manufacturer said, "Don't you think that you should put quotas on the wholesalers? Aren't you building a dam half way across the river?" My reply was that the wholesalers were not speculating or overstocking, and there is, therefore, no necessity for such action.

Five years ago 99 out of 100 addicts used smuggled narcotics. Now we find that 67 out of 100 use drugs obtained on both good and forged prescriptions, or obtained by robberies from wholesalers and retailers. That is sufficient to give you a clear picture of the strong pressure of the illicit traffic against the legitimate medical stocks, and to show the necessity for adopting adequate safeguards.

There has never been brought to my attention one occasion of willful violation by any member of this association.

John O'Dell reported that the 1942 meeting would be held September 28 to October 1, again in White Sulphur Springs.

President's Inaugral

The nominating committee reported through Chairman C. F. Michaels; the convention approved the committee's selections (see first page of this report); and the new officers were installed. The new president, Lee W. Hutchins, spoke as follows:—

President Hutchins:—Thank you, President Hayes! I will say this to you, that this is not in line with what I had been promised. I had been offered thirty minutes on the program, and Mr. McPherrin just told you we would be through in five minutes with all the work we have to do.

May I say to you, first of all, I appreciate the honor which you have bestowed upon me and I am deeply grateful for it and the trust you are placing in me and in the incoming officers and the members of the board of control as well as those who will remain in office for another year or two years.

May I say another thing to you, that I am very proud of the fact, and I think I have reason to be, that I am the second of the Hutchins family that has been honored with the presidency of this association. My father was elected, I think, twelve years ago at this time. It has been a source of great pleasure and satisfaction to me to find each year when I came to the meeting some man or men who would say to me, "We enjoyed your father as a presiding officer, as a president of the association. We thought he did good work for the association. We are grateful for what he did."

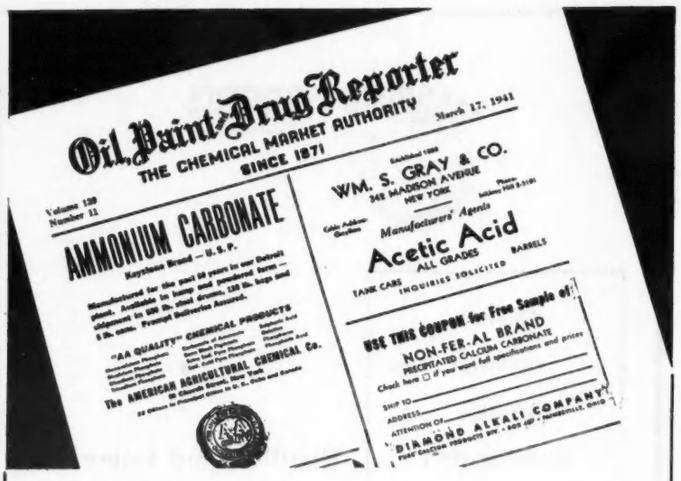
If I can do half as good a job as I am sure my father did, I shall feel that my year of service will have a grand reward. Thank you very much!

The Entertainment

The committee on arrangements and entertainment, which was made up of a large number of men and women all of whom cooperated to the full with the chairman, Hermon A. High, of the Vick Chemical Company, and Mrs. High, who served as chairman of the ladies' committee, produced a program which will long be remembered by those in attendance at the convention.

While scheduled for the business

MORE IMPORTANT THAN EVER!
Javonella
PERFECT FOR PERFUMING
• LAUNDRY SOAPS • WASHING POWDERS • LIQUID CLEANSERS
• POLISHES, ETC.
EVEN when oil of citronella was low in price and easy to obtain, JAVONELLA was a reliable favorite. A great many manufacturers preferred its finer, cleaner odor, its uniform quality and consistent economy. And now that Citronella is high in price and difficult to get, JAVONELLA is more important than ever before.
WRITE FOR SAMPLE AND QUOTATION
FELTON Quality
FELTON
CHEMICAL COMPANY, INC.
599 JOHNSON AVE., BROOKLYN, N.Y.
Branches in Principal Cities
Manufacturers of Aromatic Chemicals, Natural Derivatives, Perfume and Flavor Oils



O-P-D Front Cover is S.R.O.

There's a Waiting List

for advertising positions on O-P-D's front cover. Rates per insertion for these positions are double the run-of-paper rates. Applications for front cover space are handled in order of their receipt when vacancies occur.

We will be happy to place your reservation for a front cover position on file.

O-P-D quarter page

program, men and women crowded the convention hall to listen to outstanding radio commentators analyze world news. Earl Godwin, N.B.C. news commentator, who was present through the courtesy of Miles Laboratories and the National Broadcasting Company, spoke at the commencement and closing of Monday's session. Tuesday and Wednesday Major George Fielding Eliot similarly appeared through the courtesy of the Columbia Broadcasting System, and Thursday, Fulton Lewis, jr., spoke through the courtesy of the Mutual Broadcasting System. It was a privilege to come into face-to-face contact with these news commentators who have become well known through their broadcasts to every radio listener.

Conventioneers arrived earlier than usual this year and by Saturday night about two-thirds of the entire registration had been completed. For that evening the committee had arranged for a prerelease showing of the Warner Brothers' picture, "International Squadron," following which a smorgasbord was served through the courtesy of Eli Lilly & Co., followed by dancing.

The concert Sunday evening was most delightful, the participants being members of the Glee Club of Duke University supplemented by Miss Evelyn Case and Mr. Lansing Hatfield. Miss Case is of the concert and stage and guest star of the Ford Sunday Evening Hour, while Mr. Hatfield is guest star on the Coca-Cola program, as well as the Ford Sunday Evening Hour. Mr. Hatfield recently won the Metropolitan Audition of the Air.

The banquet this year was served Monday evening. It was different from heretofore in that there were no speeches, the entire convention being the guests of President and Mrs. P. A. Hayes. After dinner President and Mrs. Hayes, Mr. and Mrs. High, and others received in the ballroom, following which dancing was engaged in until the wee small hours.

The Hayloft Show Tuesday night consisted of talent from the Alka-Seltzer Barn Dance and the W.L.W. Boone County Jamboree. The vaudeville acts and hilarious comedy gave much pleasure as did the dancing which followed.

Wednesday night, Bob Hope, talented and popular radio, stage, and motion picture star, assisted by his many well-known coworkers, entertained through the courtesy of the Pepsodent Company. Dancing followed.

Special entertainment for ladies included bridge, picnic parties, and luncheon at Kate's Mountain Lodge.

Many cocktail parties were given. Tuesday night Sterling Products, Inc., entertained at dinner in the Terrace diningroom in honor of President and Mrs. Hayes. W. E. Weiss, jr., represented the company in the enforced absence of his father. Prior to the dinner, Mr. Weiss entertained at cocktails.

On each day of the convention the N.W.D.A. Newster was distributed and gave a daily summary of Associated Press war reports. All day long bulletins were posted and guests were fully and promptly informed of what was going on.

The Golfing Record

When the hundreds of golfers had finished the tournament round (held on Sunday to avoid business interference) and the committee had waded through all the scores, the rewarded results were as follows:—

Low gross, J. Mahlon Buck.

Low net, George Shaw.

First flight—Low gross, (1) J. G. Feldman, (2) T. B. Singleton, (3) Frank Huisking, (4) E. B. Austin, (5) Kayton Smith, (6) T. W. Kinney; low net, (1) Clair Maxwell, (2) Bruce Puffer, (3) George E. Kibler, (4) F. S. Slydeh, (5) Harry Loynd, (6) F. S. Meyer; lucky number, C. D. Smith.

Second flight—Low gross, (1) E. H. Beardsley, (2) Harry Hoyt, (3) Harold Sharp, (4) L. I. Fitschen, (5) Durbin Richardson, (6) E. S. Retter; low net, (1) J. W. Roberts, (2) H. P. Burnham, (3) Philip Heuisler, (4) R. W. Anderson, (5) W. L. Davidson, (6) Manning O'Connor; lucky number, G. H. Kauffman.

Third flight—Low gross, (1) C. A. Pennock, (2) G. F. Gardner, (3) H. M. Kiesewetter, (4) H. J. Henry, (5) Oliver Thompson, (6) A. E. Geer; low net, (1) C. R. Keeley, (2) W. Y. Preyer, (3) S. W. Rindfleisch, (4) K. B. Hurd, (5) Alan Bolte, (6) F. S. Thayer; lucky number, W. G. James.

Fourth flight—Low gross, (1) Milton Dammann, (2) F. S. Dieterich, (3) I. W. Wilson, (4) H. K. Kahn, (5) P. L'Hommedieu, (6) R. M. Conn; low net, (1) C. S. Mott, (2) E. G. Clemenson, (3) A. R. Waite, (4) C. R. O'Malley, (5) R. O. D'Albret, (6) J. Goldstein; lucky number, H. A. Jost.

Fifth flight—Low gross, (1) J. J. Levant, (2) H. M. Altshul, (3) R. E. Vreeland, (4) G. H. Wright, (5) C. J. Kiger, (6) Malcolm Hart; low net, (1) A. D. Brewer, (2) J. M. Penland, (3) R. E. Horn, (4) W. L. Slayton, (5) H. J. Adicka, (6) Ray Sullivan; lucky number, G. B. Evans.

Sixth flight—Low gross, (1) R. W. Rogers, (2) F. E. Rathburn, (3) O. H. Young, (4) P. J. Simonds, (5) A. N. LaBelle, (6) T. M. Myers; low net, (1) J. A. Ruppert, (2) R. P. Neptun, (3) E. T. Sickel, (4) S. W. Coleman, (5) F. S. Topper, (6) J. G. Noh; lucky number, G. L. Smith.

Special events—First nearest to pin (Greenbrier), G. R. Graham; second nearest to pin (Greenbrier), Bruce Puffer; nearest to pin (Old White), Hugo Gloeckler; second nearest to pin (Old White), H. J. Lehman; longest drive (Greenbrier), Kenneth Bonham; longest drive (Old White), J. G. Feldman; highest gross (Greenbrier), W. H. Mathee; highest gross (Old White), H. Badanes.

Guest prizes—(1) Harold Harper, (2) Robert Freer, (3) R. C. Wilson, (4) Clayton Rand; (5) John Goode, (6) Keith Keller.

Obituaries

S. J. Cassels

Samuel Jones Cassels, who retired in 1930 as district manager for the

S. J. Cassels

Southern Cotton Oil Company, Montgomery, Ala., died in a hospital there September 23, following a protracted illness. He was sixty-eight years of age.

Shortly after his graduation from the University of Georgia in 1892, Mr. Jones joined the Southern Cotton Oil Company in Georgia. He was named district manager for the company in 1913, with offices in Montgomery, Ala. He was a former president of the Interstate Cotton Seed Crushers Association.

Surviving are his wife and two sons.

Axtell J. Byles

Axtell J. Byles, president of the American Petroleum Institute and former president of the Tide Water Associated Oil Company, died September 28 at his home in Ardsley-on-Hudson, N. Y., after an illness of several months. He was sixty years of age.

A native of Titusville, Pa., Mr. Byles graduated from Princeton University

Axtell J. Byles

in 1903 and read law at the University of Pittsburgh. He practiced law in Titusville until 1917, when he was named general counsel for the Tide Water Oil Company. He was elected a director in 1919, vice-president in 1922 and president in 1924.

In 1926 the company merged with the Associated Oil Company to form the Tide Water Associated Oil Company. Mr. Byles was named president of the new concern, a post he held until 1933 when he resigned to head the American Petroleum Institute.

F. M. Werner

Frederick W. Werner, assistant to president of the United States Steel Corporation of Delaware, in charge of coke by-products sales, died September 29 in a Flushing, L. I., hospital, after an illness of several months. He was fifty-two years of age. He was widely recognized as an authority in the coke by-products field and had been with U. S. Steel and its subsidiaries since 1907. He was appointed chief chemist of the central laboratory of the Illinois Steel Company in 1925.

F. M. Werner

In 1930 he became assistant to the late William A. Forbes, who was in charge of coke by-products activities at that time. Mr. Werner succeeded Mr. Forbes in May, 1936, as assistant to president.

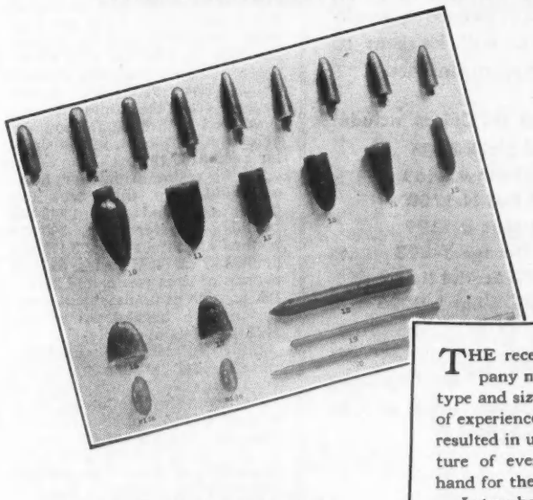
Macaulay S. U. Godfrey, credited with developing liquid soap for commercial uses, and affiliated with Swift & Co., Chicago, for forty years, died in a hospital in this city September 27. He was seventy-three years of age.

Roscoe Dana Holbrook, retired salesman for the Clarion Chemical Company, White Plains, N. Y., died in White Plains, N. Y., October 1.

John M. Keller, who was chief mechanical engineer of the National Carbon Company and formerly was an engineer with the United States Steel Corporation in Youngstown, Ohio, died in Toledo October 2. He was sixty-six years old.

SUPPOSITORIES—ANY SIZE AND SHAPE

MADE ACCORDING TO YOUR OWN PRIVATE FORMULA



PRIVATE FORMULA WORK

We Can Supply Suppositories in all the illustrated shapes and sizes — and many others, too. Inquiry incurs no obligation.

THE recent acquisition of the Southport Chemical Company now enables R. Gesell, Incorporated to supply every type and size of suppository on the market. Thirty-six years of experience and constant improvement in production, have resulted in unequalled facilities and capacity for the manufacture of every type of suppository known. Moulds are on hand for the most popular types and sizes.

Let us handle your suppository manufacturing problems in an economical and confidential way that will not only save you production worries, but *save money*.

R. GESELL, INCORPORATED
formerly Ehrmann-Strauss, Co., Inc.
202 W. Houston Street, New York

HOOT MON! PARANOL 25

FOR A MON WI' AN EYE TO LOW COST PRODUCTION

Paranol 25 is a bonny buy . . . and the quality would truly surprise a mon wi' a searchin' pair of eyes!

And listen, mon! The way it works wi' softer oils will make your heart do a highland fling for glee. — Sshish! A sample and data dinna cost ye nothin'.

Our Technical Staff is at Your Service

PARAMET SYNTHETIC RESINS

PARAMET CHEMICAL CORPORATION
MANUFACTURERS OF SYNTHETIC RESINS
44TH AVENUE AND 10TH STREET • LONG ISLAND CITY, N. Y.

CALCO'S

● Tinctorially strong enough to be a favorite gasoline col oring, and reasonably fast to light, this is an excellent color for matching wood shades, for penetrating oil stains. Its solubility in a wide range of solvents makes Oil Orange 7078 readily adaptable to your own special vehicles. Write, stating your needs for an oil color, and a generous working sample will be sent to meet your requirements.

Other Calco Oil Colors include:

Oil Black 8603
Oil Yellow 7463
Oil Red N-1700
Oil Blue B-5199
Oil Orange Y-293
Oil Scarlet II
Liquid Oil Black 9096

Write today, stating your requirements, and working samples to meet your needs will be sent without charge.

CALCO CHEMICAL DIVISION
AMERICAN CYANAMID COMPANY
BOUND BROOK NEW JERSEY
Boston • Philadelphia • Providence • New York • Charlotte • Chicago

Paint, Varnish, Lacquer Materials

Aluminum Pastes and Powders Reduced in Sympathy with Metal —Few New Developments in General Paint Market —Zinc Oxide Pool Abandoned for October

Reductions in various types of aluminum pastes and powders highlighted the market for raw paint materials last week. The lower quotations were occasioned by the drop in the price of the metal. The pastes and powders remained very scarce, with offerings sharply curtailed.

The general market showed few new developments. Government buying continued to dominate and the needs of the defense effort remained a barrier to civilian users. Pigments were moving in unchanged manner, with the only development an announcement that producers of zinc oxide will not have to set aside 10 percent of their output for a government pool in October. No further changes were reported in dry colors.

Argentine casein eased due to the lower price of domestic material. Locally, there was less buying interest, although the market was well maintained. The trend of turpentine and rosin prices was downward at times, demand being lighter while offerings, though not heavy, showed some increase.

Metallic Lead and Zinc

Demand for pig lead remained well ahead of supply last week. There were no developments pricewise, quotations remaining steady and unchanged. October allotments of foreign lead are understood to be about 35,000 tons, compared with the 30,000 set aside in September. The slab zinc situation was unchanged. The emergency pool for October is 27 percent of August smelter production, making available about 20,400 tons of metal.

Lead. — Prevailing spot prices at New York, St. Louis and London for the period from September 27 to October 3, inclusive, were as follows:—

	Pigs		
	Per pound		Spot. London. Per ton
	New York.	E. St. Louis.	£ s. d.
Saturday	$0.0585@.0590	$0.0570	..* .. ..
Monday	.0585@.0590	.0570	.. .. ..
Tuesday	.0585@.0590	.0570	.. .. ..
Wedn'sd'y.	.0585@.0590	.0570	.. .. ..
Thursday.	.0585@.0590	.0570	.. .. ..
Friday	.0585@.0590	.0570	.. .. ..

* London exchange closed.

Zinc. — Prevailing spot prices at New York, East St. Louis and London for the period from September 27 to October 3, inclusive, were as follows:—

	Slabs		
	Per pound		Spot. London. Per ton
	New York.	E. St. Louis.	£ s. d.
Saturday	$0.0765	$0.0725	..* .. ..
Monday	.0765	.0725	.. .. ..
Tuesday	.0765	.0725	.. .. ..
Wednesday	.0765	.0725	.. .. ..
Thursday	.0765	.0725	.. .. ..
Friday	.0765	.0725	.. .. ..

* London exchange closed.

Price Changes

Advanced

None

Reduced

Aluminum, paste, lining, extra fine, 6½c. per lb.
standard, 1½c. per lb.
powder, litho, lining, 2c. per lb.
unpolished, 2c. per lb.
Casein, imp., Argentine, 1c. per lb.
Rosin, gum, 1c. to 12c. per 100 lbs.
Turpentine, gum, 2¼c. per gal.
S.D., 3c. per gal.

Comparative Values

Index numbers compiled from eleven typical paint and varnish materials on the basis of 100 for August 1, 1914, compare as follows:—

Last week.	Prev. week.	Last month.	Last year.
137.9	137.9	129.8	126.2

Market news that may have developed after this report was sent to press will be found on page 4.

Synthetic Resins

In view of the shortness of many synthetic resins in the United States due to the needs of the defense effort, it is interesting to note that a growing demand from foreign countries has resulted in a sharp increase in exports of these resins from this country. In the first seven months of 1941, 9,534,176 pounds, valued at $2,776,497, were shipped from the United States, compared with 8,527,376 pounds, valued at $1,999,033, in the similar period of 1940.

Of the resins in powder, flake or liquid form, this year's exports consisted of 1,243,142 pounds of ester gum, 790,979 pounds of alkyd resins, 3,175,489 pounds of tar-acid resins, 527,639 pounds of urea resins and 2,850,395 pounds of unclassified, other resins. No breakdown of the 1940 figure is available.

Sheets, plates, rods and tubes were divided into laminated and not laminated. A total of 418,721 pounds of the laminated were shipped in the first seven months this year, against 175,678 pounds in the same period last year. Exports of the unlaminated were 527,810 pounds in the 1941 period, against 215,952 last year.

Pigments

Antimony White. — Tight. Price steady.

Blue Lead.—Good call. Offerings normal. Price firm.

Flake White.—Fair movement. Price steady.

Litharge. — Good demand. Firm. Exports in first seven months were 3,059,800 pounds, against 1,780,900 in same period of 1940.

Lithopone.—Heavy call. Offerings restricted. Prices steady. January-July exports were 28,446,500 pounds, against 16,793,400 in similar period last year.

Orange Mineral.—Active buying interest. Quotations firm.

Red Lead.—Ordering heavy. First seven months' exports were 3,159,000 pounds, against 1,430,400 in same period of 1940.

Titanium Pigments.—Tight. Heavy demand. Prices firm. Exports in first seven months were 10,013,500 pounds in 1941, against 5,876,100 in 1940.

White Lead. — Offerings limited. Prices firm.

Zinc Oxides.—Offerings restricted. Prices firm. January-July exports were 8,112,000 pounds, against 4,233,300 in same period last year.

Fillers and Extenders

Asbestos. — Good demand. Prices firm.

Current prices on paint, varnish and lacquer materials are given in the alphabetical list of prices beginning on page 7

Association meetings:—
Fed. Production Clubs, Oct. 27-28, Chicago.
Nat. Paint, Varn. and Lacq., Oct. 29-31, Chicago.

Asphaltum.—Ordering active. Prices steady.

Barytes. — Active market. Prices steady.

Blanc Fixe.—Good movement. Quotations unaltered.

China Clay.—Demand large. Prices firm.

Diatomaceous Earth.—Demand well maintained. Offerings made freely. Prices firm.

Fuller's Earth. — Fair movement. Price steady.

Gypsum. — Good call. Shipments normal. Prices unchanged.

Mica.—Good buying interest. Quotations steady.

Whiting. — Fair demand. Tone stable.

Driers

Recent advances in prices on stearates failed to discourage prospective buyers last week. Demand remained very heavy and offerings small. Other driers were tight and in good call. Prices were firm.

Dry Colors

Alkali Blue Toner.—Active call. Price steady.

Bone Blacks. — Large movement. Quotations unaltered.

Carbon Black.—Government buying remained largest factor in market. Prices steady and unchanged.

Chrome Colors.—Good demand following advances. Market very tight.

Iron Blues.—Large buying interest. No price changes.

Lithol Toners. — Heavy demand. Prices steady.

Toluidine Toners.—Large call. Offerings restricted. Prices firm.

Ultramarine Blue. — Contract call satisfactory. Prices firm.

Vermilion.—Steady and unchanged, with demand better than normal.

Lacquer Materials

The situation in lacquer materials and solvents continued very tight. Sellers encountered difficulty in taking care of the large number of defense inquiries, and indications were that even broader demands would make their appearance in the ensuing months. Acetone was as scarce as ever. Butyl acetate and alcohol were well booked ahead. Offerings of dibutyl phthalate were almost entirely absorbed by defense requirements. Methylethyl ketone and ethyl acetate were in heavy demand, while no improvement occurred in tricresyl phosphate. Pricewise a firm tone governed the market.

Acetone.—Defense preference ratings take large part of the supplies Prices unchanged and tone very firm.

Butyl Acetate. — Tightness characterized the market. Prices were the same.

Butyl Alcohol.—Bookings ran ahead of production, and sellers were behind in shipments. Prices firm.

Dibutyl Phthalate.—Defense needs continued to absorb bulk of the offerings. Pricewise a firm tone predominated.

Ethyl Acetate.—Shipments moved briskly, while business was usually allocated. Prices unchanged and firm.

Methylethyl Ketone.—Prices display firmness, and market was in a sold up position.

Tricresyl Phosphate.—Material continued in short supply, with inquiries heavy. Prices rule firm.

Naval Stores

Quieter conditions prevailed in Southern and local markets for rosin and turpentine last week, and an easier tone developed. Dark grades of rosin held up well at Savannah early in the week but offerings were somewhat larger than expected and later on sales were noted at moderate declines. Transactions were reported in turpentine on Wednesday at 70½c. per gallon, which compared with 73¼c. at the close of the previous week. The government remained in the market as a seller of turpentine and rosin although supplies of the former commodity were said to be small and steadily diminishing. It was reported that a vessel carrying 9,200 barrels of turpentine and 9,500 barrels of rosin to Britain in a convoy was sunk recently though official confirmation was lacking. The government announced the purchase during the week ended September 27 of 63,050 gallons of pine oil, 33,000 gallons of kiln pine tar, 38,500 gallons of retort pine tar, 167,000 pounds of pine pitch, 5,500 gallons of pine tar oil and 7,621,560 pounds of wood rosin. These supplies can be used domestically, to meet requirements of the Red Cross, for transfer to other countries under the terms of the Lend-Lease Act or for stabilization reserves. In addition during the week the CCC made available for Lend-Lease operations 18,836,440 pounds of gum rosin.

Turpentine.—An easier tone here was due to a setback in prices in the South, where buying interest slackened. Purchasing locally was generally limited to small lots for prompt shipment.

Savannah, Oct. 3.—Following is a record of the turpentine market for the week:—

	Gallons Cents.	Sales.	Barrels Receipts.	Shipments.	On hand.
Saturday*	..	...	...	...	...
Monday	73¼	10,200	14	5,011	13,997
Tuesday	72½	20,150	429	336	14,090
Wednesday	70½	7,350	268	...	14,358
Thursday	70	4,700	79	...	14,437
Friday	71	10,100	221	...	14,568

* No trading.

Jacksonville, Oct. 1.—Turpentine stock 12,995 barrels.

Pensacola, Sept. 27.—Turpentine stock 8,112 barrels.

Chicago—Oct. 3

Turpentine continued to command considerable trade interest in both wholesale and retail divisions. Ruling prices at the close of business last night were:—Five-drum lots, 84c. per gallon; five wood barrels, 89c.; single drums, 87c.; single barrels, 97c.

London, Oct. 3.—Turpentine, 68s. 6d. per cwt.

Rosin. — The local market had an easier undertone last week in company with developments in the South, where the trend of some grades was downward. Business here was quieter.

Savannah, Oct. 3.—Following is a record of the rosin market for the week:—

	Price per unit—Low of range quoted— *Sat.	Mon.	Tues.	Wed.	Thurs.	Fri.
B	...	$2.50	$2.50	$2.50	$2.42	$2.42
D	...	2.54	2.54	2.54	2.42	2.42
E	...	2.54	2.54	2.54	2.43	2.43
F	...	2.52	2.52	2.42	2.42	2.44
G	...	2.44	2.41	2.42	2.43	2.46
H	...	2.44	2.41	2.42	2.43	2.44
I	...	2.44	2.42	2.40	2.42	2.42
K	...	2.44	2.43	2.41	2.42	2.42
M	...	2.61	2.61	2.58	2.58	2.61
N	...	2.62	2.60	2.58	2.58	2.61
WG	...	2.85	2.85	2.76	2.77	2.78
WW	...	3.00	3.00	2.86	2.89	2.90
X	...	3.00	3.00	2.86	2.89	2.90
	Barrels					
Sales	...	575	551	395	557	232
Receipts	...	491	1,030	674	346	281
Shipments	...	2,510	1,174	642	...	240
Stocks	...	...	...	...	...	113,365

* No trading.

Jacksonville, Oct. 1—Rosin stock 282,162 barrels.

Pensacola, Sept. 27—Rosin stock 20,152 barrels.

Chicago—Oct. 3

Rosin quiet but firm. Ruling prices at the close of business last night in five drum lots were: B grade, $3.81 per 100 pounds net; G grade, $3.90; M grade, $3.90; W. W. grade, $4.35.

London, Oct. 3—Rosin, W. W., 30c. per cwt.

Other Naval Stores

Pine Oil.—Steady contract movement. Market firm. Resale oil nominal; reported around 85c. to 90c. per gallon; little available.

Pitch. — Demand continued good. Spot stocks small. Tone firm.

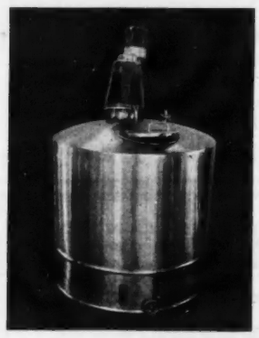
Rosin Oil.—Movement fairly active. Market steady.

Tar.—Quotations maintained. Tone firm. Demand fairly active.

STEARATES
ZINC STEARATE
CALCIUM STEARATE
ALUMINUM STEARATE
MAGNESIUM STEARATE
Stocks at
NEW YORK
CHICAGO
ST. LOUIS
KANSAS CITY
DALLAS
LOS ANGELES
SAN FRANCISCO
SEATTLE
FRANKS CHEMICAL PRODUCTS CO.
BLDG. 3, BUSH TERMINAL — BROOKLYN, N.Y.

DRUM CLEANING CHAIN

The only harsh abrasive for cleaning interior of steel drums and barrels
Two link sample and circular on request
THE VOL-U-METER CO., 59 Terrace BUFFALO, N. Y.


GET Brighton's quotation on all special Vessel Equipment for your processes. Brighton builds practical hard-working equipment of the best materials for each job and ships promptly, getting you into production fast!
BRIGHTON BUILDS . . . .
Extraction Equipment
Heat Exchangers
Stills of all kinds
Varnish Kettles and Trucks
BRIGHTON COPPER WORKS
CINCINNATI, OHIO

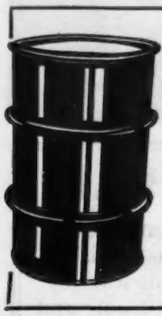
There is not a commercial center of any importance in any part of the World where the Oil, Paint and Drug Reporter does not circulate.

Crude, Refined, Processed
PAINT and VARNISH OILS
Sales Representatives
R. B. Huber
216 Tremont Street, Boston
Geo. E. Moser & Son, Inc., Detroit, Mich.
White & Co., Akron and Cleveland
Marshall Dill, Los Angeles
J. A. Kagan, Dierks Building, Kansas City, Mo.
Brice H. Boyet, Louisville, Ky.
B. & S. H. Thompson & Co., Regd. Montreal and Toronto
Garrigues, Stewart & Davies, Inc. 40 Rector Street, New York
CHINAWOOD OIL
PERILLA OIL
LINSEED OIL
SARDINE OIL
SOYABEAN OIL
OITICICA OIL
RAPESEED OIL
CASTOR OIL
GUM TURPENTINE
QUICKSILVER
Special Oils to Order
PACIFIC VEGETABLE OIL CORPORATION
Importers, Refiners, Manufacturers
62 TOWNSEND STREET, SAN FRANCISCO, CALIF.
4½ million gal. U.S. Gov't Bonded Tank Storage

mineral pigments
NATURAL AND SYNTHETIC
PURE CHROMIUM OXIDES
are
STRONG - INERT - PERMANENT
C K WILLIAMS & COMPANY
EASTON·PENNSYLVANIA

Shellac

Very firm undertones governed the shellac market throughout the past week. Demand was active and showed a trend toward expansion. To regular consumer buying has been added a call for bids, issued by the Navy Department and to be opened October 8. The call asks for prices on eight lots of shellac for delivery to the Navy yard at Norfolk, Va. The quantities specified are:—30,000 pounds, 60,000 pounds, 100,000 pounds, 125,000 pounds, 200,000 pounds, 300,000 pounds, 400,000 pounds, and 500,000 pounds. The shellac wanted is described as the same in color characteristics as the "Standard F. C. Superfine Shellac" adopted by the United States Shellac Importers' Association.



STEEL DRUMS
WE BUY
SELL and
Recondition

Acme Steel Drum Company
560 Ferry Street
Newark, N. J.

Bronze Powders

Aluminum Paste.—Extra fine lining paste reduced 6½c per pound to 56c. Standard paste lowered 1½c per pound to 38c.

Aluminum Powders.—Lining litho powder lowered 2c per pound to 57c. Unpolished material lowered 2c per pound to 36c. Other types unchanged.

Varnish Gums

Copals.—Demand large. Movement fair. Prices steady.

Dammar.—Upturn in buying interest reported. Quotations steady.

Kauri.—Fair movement. Exports from New Zealand totaled 828 tons in the first six months, against 1,179 in the same period last year.

Synthetic Resins

Ester gum demand remained at peak levels. Shipments were lighter due to increasing scarcity. Prices were well maintained. Other resins were very tight and in good demand.

Glues and Binders

Casein.—Argentine material eased off 1c per pound to 28c to 29c for the 20-30 mesh. Domestic unchanged. Demand off a bit.

Glues.—Demand remained at record levels. Production far short of meeting requirements. Prices nominal.

Resale Markets

Activity in the resale markets continued to broaden last week, although, in the aggregate, the volume of transactions was not extensive. Negotiations were mostly for small-sized lots of various materials. A few sales of large volume were noted. Reports of dealings in certain products, notably synthetic resins, at sharply higher prices, went unconfirmed because of the reluctance of both buyers and sellers to reveal actual figures.

Lithopone was reported offered by resellers at 15c. per pound. Last sales of zinc oxide were at 23c. to 24c. per pound. Chrome colors were around 6c. to 8c. per pound above list. Stearates were offered at about 5c. per pound higher than producers' prices. Titanium dioxide was reported available at 30c. to 35c. per pound. Blanc fixe transactions were made at $75 to $77 per ton.

Offerings in the resale market for lacquer materials and solvents were scarce. Acetone was at 19c. per pound; butyl acetate at 23c.; butyl alcohol sold at 21c., and ethyleneglocyclol was sold at 24c. per pound. No offerings of ditbutyl phthalate or tricresyl phosphate appeared.

Paint Production Clubs To Meet October 27-28

—*Continued from page* 4

the industry. The tentative program follows:—

Sunday, October 26

2:30 p.m. Executive committee meeting.
6:30 p.m. Advisory committee meeting.

Monday, October 27

Morning Session

9:35 a.m. Club papers:—
Philadelphia Club: — "The Thinning of Varnishes with Mineral Spirits."
Baltimore Club:—"The Relation between the Reflectance and Hiding Power of Flat Wall Paints."

10:35 a.m. "Comment on Committee Activities in Washington," Dr. Henry A. Gardner, director scientific section, National Paint, Varnish and Lacquer Association.

10:50 a.m. Montreal Club: — "Loss of Drying Time in Paints"—Progress report.

11:00 a.m. Annual report of president R. E. Prince, James B. Day Company, Chicago, Ill.

11:30 a.m. Scholarship papers:—
"Progress Report No. 2.—A Study of the Factors Affecting the Adhesion of Paint Films on Metals."—Professor C. F. Prutton of the Case School of Applied Science, and George Selden, holder of fellowship. "Condensation of Synthetic Resins with Drying Oils." Frederick J. Colb, jr., under the direction of Dr. Ernst A. Hauser, Massachusetts Institute of Technology.

Afternoon Session

2:00 p.m. Address by Ernest T. Trigg, president National Paint, Varnish and Lacquer Association.

2:30 p.m. Open forum discussion—symposium: — John F. McMenamin, chairman, Felton-Sibley & Co., Philadelphia, Pa.

Tuesday, October 28

Morning Session

9:30 a.m. Club papers:—
C.D.I.C. Club: — "Some Factors Affecting Drier Activity."

9:55 a.m. New York Club: — "Color Strength and Texture Development by Roller Mill Grinding." "Drift in Color Standards." "Quantitative Adhesion Measurements of Coatings Before and After Exposure (A Continuation of 1940 Measurements Over a Period of Thirteen Months)"—printed only.

10:20 a.m. Chicago Club: — "Some Aspects of the Bodying of Oils."

10:45 a.m. Scholarship paper:—
"A Study of Oleoresinous Film Structure, Part II," W. H. Lubbers, under the direction of Dr. R. C. Ernst, University of Louisville.

11:10 a.m. Pittsburgh Club:—"Correlation of the Effect of Varying Climatic Conditions on Typical House Paints and Exterior Enamels."

11:35 a.m. Election of officers.

11:45 a.m. "Paint and its Examination in the Crime Laboratory of the F.B.I." Walter G. Driscoll.

Afternoon Session

2:00 p.m. Kansas City Club:—"Health Hazards of the Paint and Varnish Industry."

3:00 p.m. Report of the advisory committee on camouflage. John C. Moore, Chairman.

7:00 p.m. Federation frolics. Installation of new presidents. *American Paint Journal* Award, *Paint Industry Magazine* Award, *National Paint Bulletin* Award, Toronto golf trophy award.

Forth Succeeds Putman As Cleve. Club President

E. J. Forth, of Gibson-Homans Company, has been named president of the Cleveland Paint, Varnish and Lacquer Association. He succeeds N. W. Putman, of the Imperial Color & Chemical Corporation, who has resigned because of transfer to the Glen Falls office of his company. A vice-president will be named at the next meeting of the executive committee.

N. D. Paint Chemists Elect Frigstad President

The North Dakota Paint Chemists' Club, St. Paul and Minneapolis, resumed its fall meeting September 24. The newly elected officers are Rudolph Frigstad, president; Stanley Thompson, vice-president and program chairman, and Elry Fleisher, Frost Paint & Oil Corporation, Minneapolis, Minn., secretary and treasurer.

Carl Englehart, Brooklyn Varnish Company, last week was acclaimed by the New York Paint and Varnish Production Club for 100 percent attendance at its monthly meetings during the past five years.

LAMP CARBON BONE **BLACKS** LAKE VINE OXIDE
C. J. OSBORN CO., 132 Nassau Street, NEW YORK
Established 1889

ASBESTINE
Reg. U. S. Pat. Off.
FOR PAINT MANUFACTURERS
INTERNATIONAL PULP CO., 41 Park Row, New York

● SPEED DEFENSE WITH FASTER FILTERING
Filters Cold Cuts as Well as Hot Synthetics
BETTER—AT LOWER COST

SPARKLER
Horizontal-Plate
FILTERS
Whether on pilot plant or large production scale—on cold cut label varnishes or hot alkyds—hundreds of Sparkler users in defense industries are doing their filtering faster and better than ever before.
FASTER, because the Sparkler Horizontal Plate filter is designed to eliminate flow resistance.
BETTER, because the Sparkler is engineered to take full advantage of the modern filter aids that give brilliant lustre to drab-looking label varnishes or alkyds.
Sparkler Filters are your best insurance against sediment in containers and against specks. They help solve the "RUSH" problem.
LET A SPARKLER ENGINEER HELP YOU SOLVE YOUR CLARIFYING PROBLEMS. WRITE FOR COMPLETE DETAILS TODAY.
SPARKLER
MANUFACTURING CO.
Dept. D., MUNDELEIN, ILLINOIS

LATEX
Substitutes and Extenders
RESIN AND LACQUER EMULSIONS
●
ADHESIVES • BINDERS AND FILLERS
COATINGS • COLOR DISPERSIONS
WATER AND GREASE PROOFING
for
LEATHER • ARTIFICIAL LEATHER
TEXTILE • PAPER
EMULSION PAINTS • RUBBER
AMERICAN RESINOUS PRODUCTS
CORPORATION
Subsidiary of
BAY STATE CHEMICAL COMPANY
Central Office: Peabody, Mass. *Branches:* Newark Chicago

Shawnee
DRY COLORS
"Color Content Guaranteed"
Chrome Greens
Chrome Yellows
Toluidine Reds
Para Reds Iron Blues
Cadmium Colors
Lake Colors
Ultramarine Blue
KENTUCKY COLOR & CHEMICAL CO.
Incorporated
General Office and Works
LOUISVILLE, KENTUCKY
Offices and Agents in Principal Cities
Distillers of Coal Tar Products

HOW TO PULL MORE PROFIT OUT OF YOUR PAINT

NOT rabbits out of your hat, but *profits* out of your paint! That's the sort of magic you can perform when you treat your paints with
FRITZSCHE BROTHERS' PAINT DEODORANT No. 5
By using this proven deodorant you can give the consumer the type of paint he has been waiting for *and will buy*—namely, one *without objectionable odor.* The cost is negligible—1 lb. of "No. 5" effectively masks 400 gallons of the average paint. Write for particulars TODAY.

FRITZSCHE BROTHERS, Inc.

Oil, Fats, and Waxes

Further Advance in Refined Cottonseed Oil Futures — Crude Offerings Remain Light — Chinawood Oil Higher — Olive Oil Stronger on Shrinkage in Stocks—Business Quiet

The market for miscellaneous oils, fats and greases continued to be featured by a firm tone last week despite the absence of any broadening of business, although a fair demand was noted for certain edible and inedible products of domestic and foreign origin. In view of the prevailing uncertainty over the possibility of price ceilings and other government regulations, however, consumers were disposed to limit their purchases to small lots for current needs. On the other hand cottonseed oil futures advanced, and with offerings of other oils and fats generally small the price trend was upward. In a survey of the situation the U. S. Department of Commerce stated that the production of fats and oils from domestic raw materials in the 1942-43 marketing season may total over ten billion pounds, an increase of eight hundred million pounds over the 1941-42 probable output.

Vegetable Oils

Avocado. — Quotations advanced to $1 to $1.25 per pound, according to quantity.

Castor, Dehydrated.—Firm at recent advance to 16c. per pound, tankcars. Trade active.

Chinawood.—Inquiry continued good. Supplies light and diminishing. Market firm at ¼c. advance.

Coconut.—Crude still in limited supply. Quotations nominal. Refined unchanged. Fair demand.

Corn.—Offerings light, crude and refined. Quotations nominal. Fair inquiry.

Cottonseed.—Edible firm at recent advance. Demand fairly active.

Oiticica.—Spot quotations maintained. Tone firm. Futures reported sold ½c. to 1c. above spot oil.

Olive. — Denatured and edible oil firm at 10c. to 15c. advance. Stocks small and diminishing. Foots up ¼c. According to Washington report, a compensation arrangement effected with Spain by which approximately 2,000 metric tons of olive oil will be shipped to United States in exchange for similar quantity of peanut oil.

Peanut.—Quiet in absence of offerings. Quotations nominal.

Perilla.—In light supply and firm.

Rapeseed.—Prices stationary. Tone steady. Fair demand.

Soybean. — Quotations generally maintained. Tone firm with beans. Demand fairly active. Government purchased 3,360,000 pounds of soybeans during week ended Sept. 27.

Price Changes

Advanced

Avocado oil, 20c. per lb.
Carnauba wax, No. 3 chalky, 2c. per lb.
No. 3 North Country, chalky, 2c. per lb.
No. 1 yellow, 1c. per lb.
Castor oil fatty acid, ¾c. per lb.
Chinawood oil, ¼c. per lb.
Linseed meal, $1 per ton.
Olive oil, 10c. to 15c. per gal.
Olive oil foots, ¼c. per lb.
Teaseed oil, 1c. per lb.

Reduced

Soybean meal, $1 per ton.

Comparative Values

Index numbers compiled from twenty-three typical oils, fats and greases on the basis of 100 for August 1, 1914, compare as follows:—

Last week.	Prev. week.	Last month.	Last year.
175.1	174.9	166.2	95.2

Market news that may have developed after this report was sent to press will be found on page 4.

Teaseed.—Scarce and strong. Nominal quotations up 1c.

There was no trading in soybean oil futures on the New York Produce Exchange, from September 27 to October 3, inclusive. Following is a price record for the week:—

	Cents per pound in tanks— High.	Low.	Close.
October	...	...	11.25 bid
December	...	...	11.25 bid

Markets at Other Centers

Chicago—Oct. 3

Trade in vegetable oils is fairly brisk. Prices firm to a shade higher.

Coconut.—Refined, edible oil, 13¼c. to 13½c. per pound, drums, car lots; 13¾c. to 14c., drums, less than car lots.

Corn.—Refined, edible oil, 15⅛c. to 15½c. per pound, drums, car lots; 15¾c. to 16c., drums, less than car lots.

Soybean. — Crude, October-forward, 10⅞c. to 11. per pound.

San Francisco—Oct. 1

Vegetable oils generally quiet and firm. Offers scarce.

Coconut.—Quoted 6¾c. per pound in tankcars, f.o.b. Pacific Coast ports and/or mills. One reliable report said a rather large transaction was entered early in the period at 6½c., followed by more business at 6⅝c. Copra, 4.20c. to 4.25c.

Oiticica.—Offerings limited. Quoted: —Solid oil at 22½c. per pound in drums; liquid at 23½c., f.o.b. San Francisco.

Babassu.—Offerings limited. Quoted at 9⅝c. per pound in tankcars, f.o.b. Pacific Coast mills.

Cottonseed.—Crude California cottonseed oil quoted at 12c. per pound in tankcars, f.o.b. northern California mills.

Castor, Crude.—Quoted at 11c. per pound in tankcars, f.o.b. Los Angeles.

The market for soybeans on the Chicago Board of Trade was quiter. Following is a soybean price record, per bushel, for the week:—

	High.	Low.	Closing— Oct. 3.	Sept. 26.
Cash, No. 2	$1.80½	$1.80½	....	....
December ..	1.83¼	1.70	$1.71½	$1.77⅝
May	1.88	1.74⅛	1.75⅝	1.82⅝

Linseed Oil

Domestic flaxseed irregular. Linseed oil quiet. Meal stronger.

Flaxseed—Duluth, Oct. 3—Cash flaxseed fairly active. Receipts moderate. Further crop damage from rains. The week's closing flaxseed price range was as follows:—

	Cash.	Dec.
Saturday	$1.98½	$2.02¼
Monday	1.99¼	2.03¼
Tuesday	1.99½	2.02½
Wednesday	1.94½	1.99⅝
Thursday	1.96½	1.99
Friday	1.93½	1.96½

Crop movement in bushels follows:—

	Receipts— 1941.	1940.	Shipments— 1941.	1940.
This week	218,525	304,721	51,000	634,331
Since Aug. 1.	1,627,305	4,094,573	479,485	1,939,257

Minneapolis, Oct. 3.—Flaxseed receipts are moderate and in variable demand, according to quality. Any good No. 1 seed moves readily at firm prices while very poor quality is hard to move at times. Buyers are not competing for the high moisture quality and there is plenty of it coming to market. In the past week some tested up to 14 percent. For a few days some of the northern flax showed lowering moisture content but again the trend is upward due to fresh rains in North Dakota.

Total deliveries on September contracts 179,000 bushels.

Further rains in northern Minnesota and North Dakota this week promised total destruction of considerable flaxseed that has been cut for some time and waiting to be threshed. Private estimates of production are being lowered steadily.

The week's closing flaxseed price range was as follows:—

	Cash.	Oct.	Dec.
Saturday	$2.02½	$2.02¼	$2.08
Monday	2.04¼	2.03¼	2.08¼
Tuesday	2.03½	2.02½	2.07¼
Wednesday	1.98½	1.98⅝	2.03⅝
Thursday	2.00½	1.90½	2.04
Friday	1.87½	1.96½	2.01¾

Crop movement in bushels follows:—

	Receipts— 1941.	1940.	Shipments— 1941.	1940.
This week	420,000	460,200	47,600	46,200
Since Sept. 1.	4,050,200	6,169,400	439,400	385,100

Winnipeg, Oct. 3.—The week's closing flaxseed price range was as follows:—

	Cash.	Dec.	May.
Saturday	$1.57½	$1.56	$1.56
Monday	1.56⅝	1.55¼	1.53⅝
Tuesday	1.58	1.57½	1.54½
Wednesday	1.58¼	1.55	1.52
Thursday	1.58⅝	1.58½	1.55½
Friday	1.57½	1.57	1.53¼

Buenos Aires, Oct. 3.—Flaxseed, No-

Stearic Acid

The stearic acid situation continued to present a very firm appearance last week. Raw material apparently remained in a strong position and the movement of stearic acid into consuming channels was seady. Double pressed was quoted at 14¼c. per pound in carload lots. This compared with 9c. per pound at this time last year and 12½c. per pound two years ago.

Production during the first half of the current year, according to official statistics, was 25,938,000 pounds, which compared with an output of 20,013,000 pounds in the same time in 1940 and 15,066,637 pounds in the corresponding period in 1939. Consumption during the first half of 1941 was 9,499,000 pounds against 7,684,000 pounds in the first half of 1940 and 6,671,082 pounds in 1939. Imports during the first half of 1941 were 46,024 pounds against 402,312 pounds in the same time last year and 67,735 pounds in 1939.

Current prices on animal, vegetable, and fish oils (under Oil), fats and greases (under Grease) are given in the alphabetical list of prices beginning on page 7

Association Meetings:—

Oil Trades Ass'n of New York, annual banquet, Waldorf-Astoria, Oct. 28.

STEARIC ACID
Single Pressed and Double Pressed
Available in either cake or flake form
Triple Pressed
IVORY BRAND

RED OIL
(OLEIC ACID)

RUBY OLEINE BRAND (*distilled*)
STAR BRAND
(*saponified*)
CANARY BRAND
(*very pale yellow, especially suitable for best types of dry cleaners' soaps.*)

PROCTER & GAMBLE
MAIN OFFICES
Gwynne Bldg., Cincinnati, Ohio
220 East 42nd St., New York City
Branches and stocks in all large cities

Stearic Acid Oleic Acid Fatty Acids
(RED OIL)
A. GROSS & CO., 295 Madison Avenue, New York, N. Y.
ESTABLISHED 1837 FACTORY: NEWARK, N. J.
ASHLAND 4-8251 CABLE: GROSSRAY

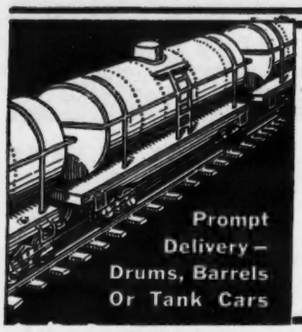
W. C. HARDESTY CO., Inc.
41 East 42nd Street New York
RED OIL STEARIC ACID
Saponified - Distilled
HYDROGENATED FATTY ACIDS (HYDREX)
Cottonseed Oil Fatty Acids Coconut Oil Fatty Acids
Palm Oil Fatty Acids Corn Oil Fatty Acids
Lauric Acid Specialty Fatty Acids
Glycerine - Pitch - White Oleine
FACTORIES: Dover, Ohio - Los Angeles, Calif. - Toronto, Canada
CALIFORNIA OFFICE: 5636 East 61st Street, Los Angeles
Cable Address: "EPILOGUE"

EMERY
America's largest producers of
STEARIC and OLEIC ACIDS
All Grades Saponified and Distilled
FATTY ACIDS • GLYCERINE • PITCH
SPECIAL FATTY ACID DERIVATIVES
Since 1840
EMERY INDUSTRIES, INC.
Originators of Twitchell Process
New York CINCINNATI, OHIO Lowell, Mass.
Stocks in All Principal Cities

CHINA WOOD OIL
WAH CHANG TRADING CORPORATION
Woolworth Building
New York, N. Y.
SPOT FUTURE

THE BRODE CORPORATION
MEMPHIS, TENNESSEE
Domestic and Export
PRODUCTS OF COTTONSEED, PEANUTS and SOY BEANS
Members — Memphis Merchants Exchange (Futures in Cottonseed Meal)
New York Produce Exchange (Futures in Cottonseed Oil)
District Representatives
JAMES LOVATELLI & CO., 2 Broadway, New York City
Codes: Yopps, Robinsons, Bentleys A B C, th Edition Peerless

There is not a commercial center of any importance in any part of the World where the Oil, Paint and Drug Reporter does not circulate



TALLOW
LARD OIL
NEATSFOOT OIL
ANIMAL STEARINE
ACIDLESS TALLOW OIL
INDEPENDENT MFG. CO.
Bridesburg P. O. Philadelphia, Pa.

NATVIG'S

COD LIVER OIL
PURE IMPORTED U.S.P.
NATVIG'S COD LIVER OIL IS THE BEST OBTAINABLE
ANDREAS S. NATVIG, 24 STATE STREET NEW YORK CITY
Cable Address: CODLIVER, NEW YORK Telephone: Whitehall 3-5892

vember, 77⅛c. per bushel. Exports this week, 926,000 bushels, including 457,000 to the United States. Total since January 1, as follows:—

To—	This year.	Last year.
	Bushels	
United States	16,181,000	9,027,000
United Kingdom	1,416,000	5,896,000
Continent	977,000	11,856,000
Orders	.....	606,000
Others	1,321,000	1,071,000
Totals	19,895,000	28,456,000

Visible Supply

	Bushels.
Last week	20,472,000
Previous week	20,276,000
Last year	5,512,000

Hull, Oct. 3.—Flaxseed, La Plata, £12¼ per long ton; Calcutta £19½.

Linseed Oil.—Activity was limited mainly to the forwarding of oil on unfilled contracts although there were reports of some new business in a comparatively small way. Flaxseed prices showed irregularity but the local oil market apparently had a steady tone. The output of the mills here and at other points appeared to be moving steadily into consuming channels and although crushers were operating at capacity, additions to supplies were said to be unimportant. Cash flaxseed was fairly active in Northwestern markets where receipts were moderate. Reports were current of fresh damage to unthreshed seed by further rains and there was a tendency in some quarters to revise estimates of the crop downward.

Minneapolis, Act. 3.—Demand for linseed oil is holding up surprisingly well. sales for shipment up to next April have been liberal, more liberal, than ever before in the history of the local flaxseed industry.

Quotations on carload lots f. o. b. Minneapolis, tankcars 10.2c. per pound, cooperage cars 11.1c. per pound, warehouse lots 11.5c. per pound.

Shipments of oil in pounds were as follows:—

	1941.	1940.
This week	4,650,000	4,100,000
Since Sept. 1	24,900,000	19,800,000

Chicago, Oct. 3.—Business in linseed oil is moderate. Tanks, 10.2c. per pound; drums, car lots, 11.1c.; drums, less than car lots 11.5c.

San Francisco, Oct. 1.—Linseed oil is only moderately active on new bookings. Shipping instructions very brisk, however. Better undertone seen here as result of strong flax situation. Arrivals of Argentine flax are appearing here now in heavy volume. Practically entire California crop now moved to mills and deliveries totaled 3,184,400 bushels gross at September 25. Yield of 16 bushels per acre was highest in nation, but was down considerably from 1940, when California average was 21 bushels. Oil, card quotation, 10c.

London, Oct. 3.—Linseed oil, 4s. 6d. per cwt.

Cake and Meal.—Steady movement of meal on contracts. New business fairly active. Market firmer.

Minneapolis, Oct. 3.—With the soybean meal situation strengthening demand for linseed meal is slightly more aggressive again and market undertone is stronger.

DISTILLED
FATTY ACIDS
Tallow Fatty Acids
Cocoanut Fatty Acids
Cottonseed Fatty Acids
HYDROGENATED FATTY ACIDS
(Rufat 52)
STEARIC ACID
RED OIL
(Oleic Acid)
WILSON & CO. INC.
WILSON-MARTIN DIV.
SNYDER AND SWANSON ST.
PHILADELPHIA, PA.

TO OBTAIN . . .

The highest grade alkyd resins, use Woburn Fatty Acids (Linseed, Soybean, Cocoanut, Cottonseed, etc,). They are more highly refined, purer, are uniform and are shipped in suitable containers to prevent contamination.

To obtain a superb alkyd, colorless and color retentive to an unusual degree, use Woburn Isoline Fatty Acid. No other material produces an alkyd of equivalent color retention and durability.

For a drying oil of superior quality, use Woburn Dehydrated Castor Oil — ISOLINE — (U.S. Patent 1,892,258). White protective coatings made with ISOLINE are lighter and do not "after yellow".

For the Most Durable of All Films Use ISOLINE

For high quality soaps, use Woburn Fatty Acids. Consult our Technical Department for advice on the proper Fatty Acid to be used in making your Special Soaps. The use of Fatty Acids reduces the cost of making soaps.

WOBURN dependable PRODUCTS

WOBURN DEGREASING COMPANY of N.J.

HARRISON CABLE ADDRESS: WOBODE NEW JERSEY

Representatives in Principal Cities:

AKRON F. F. Myers Co. | CHICAGO Fred A. Jensen | CINCINNATI C. M. Durbin Co. | CLEVELAND J. H. Hinz Co. | DETROIT C. L. Hueston | MINNEAPOLIS Oscar J. Friend & Co. | MONTREAL Pigment & Chemical Co.
PHILADELPHIA Geo. A. Rowley Co. | PITTSBURGH J. C. Ackerman | ST. LOUIS Nolte Brokerage Co. | TORONTO Harrisons & Crosfield (Canada) Ltd. | WASHINGTON, D. C. Manufacturers Service Bureau
LOS ANGELES — PORTLAND, ORE. — SEATTLE — SAN FRANCISCO Martin, Hoyt & Milne, Inc.

Warehouse Stocks at CHICAGO — CLEVELAND — LOS ANGELES — OAKLAND, CALIF. — SAN FRANCISCO — SEATTLE

Quotations on carload lots FOB Minneapolis, 100 lb. sacks, $39.50@40 per ton.

Shipments of meal in pounds were as follows:—

	1941.	1940.
This week.....	11,600,000	10,000,000
Since Sept. 1.....	54,130,000	37,121,000

Chicago, Oct. 3.—Linseed meal fairly active. Round lots, $39 to $40 per ton, nominal; car lots, $40; less than car lots, $42 to $42.50.

Cottonseed Oil

Refined oil futures in upward trend here. Trading quiet. Southern offerings of cottonseed products generally light.

Cottonseed Oil.—Trading in refined oil futures was rather quiet much of the time last week but prevailing sentiment appeared to be more bullish and the price trend was mainly upward. Crude oil continued firm, with offerings light although the movement of seed to the mills was reported as expanding. Commission houses made purchases of the Winter months on a moderate scale. Local and other shorts covered. There was apparently more or less hedge selling on strong spots. October was switched to May at 1 point difference, January to March at 4 to 6 points and March to May at 2 points. The open interest in the market September 30 was 1595 contracts, which compared with 1609 contracts a week earlier.

In some quarters there was a disposition to revise cotton crop ideas downward. One estimate published during the week put the yield at 10,054,000 bales, a decrease of about 330,000 bales within a month. A report was current that Brazil had put an export embargo on lard and all edible vegetable oils. The trend of soybeans was upward at times and vegetable oils which compete with cottonseed oil were generally scarce and firm. High prices continued to prevail in the South for cottonseed.

Reports of hogs in Western markets were moderate. The weight of the hogs received in Chicago during the week ended September 27 averaged 224 pounds against 232 in the previous week and 235 in the week before that. Stocks of lard in Chicago decreased 25,707,662 pounds during September against a decrease of 12,727,508 pounds in the same month last year. Stocks there at the close of September were 155,922,560 pounds against 168,725,585 pounds last year.

Trading in bleachable prime Summer yellow cottonseed oil futures on the New York Produce Exchange from September 27 to October 3, inclusive, comprised 508 contracts. Following is a price record for the week:—

	Cents per pound in tanks—High.	Low.	Close.
January	13.95	13.55	13.77@13.80
March	14.06	13.63	13.81@13.83
May	14.08	13.67	13.86@13.87
October	14.09	13.70	13.95@14.00
December	14.03	13.57	13.75@13.80

Crude, Southeast, 12¾c. Nom.

Chicago, Oct. 3—Cottonseed oil fairly active. Refined, edible oil, 15½c. to 16c. per pound, drums, car lots; 16c. to 16½c., drums, less than car lots.

Hull, Oct. 3—Cottonseed oil, refined, 36s, 6d. per cwt.; crude, Egyptian, 31s, 1½d.

Cake and Meal.—Trade in meal was reported as somewhat more active. Offerings generally light.

Markets at Other Centers

Atlanta, Oct. 1—Cottonseed meal reduced to $41 per ton for 8 percent in the southeast. Some peanut meal is coming into the market at lower price per unit than cottonseed meal. Prime crude cottonseed oil strong at 12½c. per pound in the southeast.

Memphis—Oct. 2

Crude cottonseed oil firm. Last sales at 12⅝c. per pound, Valley basis. Mill selling continues fairly good against seed receipts. Meal quiet; 41 percent $38.50 per ton, Memphis basis. Bulk cake $35.50, Valley basis. Bulk hulls $6 per ton, Valley mill points. Seed $55 per ton. Fair weather has prevailed for some weeks. Cotton being rapidly gathered. Closing cottonseed meal quotations on the Memphis exchange were as follows:—

	Sept. 25.	Oct. 2.
October	$39.00@39.50	$37.50@38.00
December	39.75@—	38.50@38.85
January	39.60@39.90	39.00@—
March	39.85@—	39.05@—

Closing soybean meal futures:—

October	$38.00@38.25	$37.25@37.75
December	36.00@—	35.75@—
January	35.90@—	35.75@36.00
March	36.20@—	35.80@36.00

Fatty Acids

Capric Acid.—Quotations maintained. Tone firm. Steady demand.

Castor Oil.—Firmer with basic material. Quotations up ½c. to ¾c. Demand good.

Coconut Oil.—Steady movement to local and other consumers. Market firm.

Cottonseed Oil.—Strength of raw material reflected in fatty acid.

Myristic Acid.—Increased demand for moderate lots. Tone firm.

Stearic Acid.—Steady movement on contracts. New business fairly active. Market firm.

Chicago—Oct. 3

Generally good trade in fatty acids is reported, with prices firm. Corn oil, double distilled, 14¼c. to 14½c. per pound, tankcar; 14¾c. to 15c., drums, car lots; 15¼c. to 16c., drums, less than car lots; coconut oil, acidulated, 15¾c. to 16c. per pound, tankcar; 16¼c. to 16½c., drums, car lots; 16¾c. to 17c., drums, less than car lots; cottonseed oil, double distilled, 13°c. to 13¾c. per pound, tankcar; 14c. to 14¼c., drums, car lots; 14½c. to 14¾c., drums, less than car lots; settled cottonseed soap stock, 60-62 percent basis, 3⅜c. to 3⅝c.; boiled down soap stock, 65 percent basis, 4⅜c. to 4⅝c.; cottonseed foots, 50 percent basis, 3⅝c. to 3¾c.

Fish Oils

Cod.—Local supplies light. Primary situation firm. Fair inquiry here.

Menhaden.—Refined oil steady. Fair demand for small lots.

Sardine.—Local quotations maintained. Buying conservative.

Sperm.—Business fairly active. Market firm.

Whale.—Buying interest limited to comparatively small lots.

Markets at Other Centers

Baltimore

Crude menhaden oil firmer. Sales in North Carolina at 60s. per gallon, tank cars. Offerings light at that figure. Fishing last week somewhat better than in previous fortnight though high winds still hampered operations. Refined oil now above 70c. per gallon for light pressed.

San Francisco—Oct. 1

Buying pressure forced the crude sardine oil market here up 2½ cents last week, when a considerable quantity of tankcars went into contract at 62½cents per gallon, f.o.b. production point. At the same time Southern California interests were declared to have turned down buyers' bids at 70 cents. The situation is firm throughout.

Previous transactions in Northern California oil were on the basis of 60 cents.

For the week ending September 26, 36,801 tons of raw sardines were turned in to the processing plants here and at Monterey. Total tonnage for the season was reported as 162,005 tons, according to the California Sardine Products Institute, compared to naught at this time last year, owing to the strikebound condition of the industry during the early part of the 1940 season. The Institute also revealed the August oil production as 2,559,140 gallons. September figures have not been compiled.

Processing plants in the Southern California district were scheduled to get under way today, the opening date of the current season in that area.

Fats and Greases

Grease.—Trade quieter. Offerings light. Tone firm.

Chicago, Oct. 3.—Choice white grease, 8¾c. to 9c. per pound; yellow, 8c. to 8¼c.

Lard.—Local cash trade fairly active. Price changes moderate. Hog marketing lighter. Government purchased 9,174,000 pounds during week ended September 27.

Chicago, Oct. 3.—Following is a lard price record, per 100 lbs., for the week:

	High.	Low.	Closing— Oct. 3.	Sept. 26.
Cash	$10.80	$10.65	$10.65	$10.70
December ..	11.15	10.92	10.92	11.05
March	12.72	12.45	12.45	12.62

Stearin.—Spot demand fair. Stocks moderate. Tone firm.

Chicago, Oct. 3.—Prime oleo stearin, 9¾c. to 10c. per pound.

Tallow.—Offerings generally light. Inquiry fairly active. Market firm.

Chicago, Oct. 3.—Inedible tallow, prime, 8⅞c. to 9c. per pound; special, 8½c. to 8¾c.

Animal Oils

Lard.—Firm at recent advance. Better inquiry reported.

Chicago, Oct. 3.—No. 1 lard oil, 12¾c. to 13c. per pound.

Neatsfoot.—Stocks of all grades reported light. Inquiry good.

Oleo.—Local trade fairly active. Market steady.

Chicago, Oct. 3.—Extra oleo oil, 10¾c. to 11c. per pound.

Tallow.—Firm with raw material. Trade fair.

Chicago, Oct. 3.—Acidless tallow oil, 12½c. to 12¾c. per pound.

Waxes

Bees.—Holding unchanged. Very strong. Crude high and scarce. High demand for all kinds of wax.

Candelilla.—Little available. Market fully 32c. to 33c. per pound.

Carnauba.—Higher, stronger in Brazil. Advancing on spot. Demand excellent. Brazilians in full control. Spot values as follows: Ton lots, No. 3, chalky, 75c. to 76c. per pound; No. 3 North country, 76½c. to 77½c.; refined, 81c. to 82c.; No. 1 yellow, 84c. to 85c.; No. 2 yellow, 82c. to 83c. Sellers reserved.

Japan.—More desire of holders to sell. Slightly easier undertone.

Ouricury. Refined material selling at 57c. to 58c. per pound. Showing added strength.

Resale Market

In the market for oils and fats there were few transactions reported among second hands. Supplies of resale material appeared to be light and buyers manifested little interest. Crude coconut oil was said to have been offered in a limited way at 7¾c. per pound or ⅛c. above the first-hand nominal quotation.

EELSINGH & LUGTIGHEID
Importers & Exporters
GRAND RAPIDS • MICH.
Cable Address: Elco
MANUFACTURERS AGENTS FOR
*HIGH POTENCY A and D OILS
*SHARK LIVER OIL
*TUNA LIVER OIL
*SARDINE OIL
*FINEST QUALITY, IMPORTED U. S. P. COD LIVER OIL
We Invite Your Correspondence

DARLING'S
STEARIC ACID
OLEIC ACID
RED OIL
FATTY ACIDS
DARLING & COMPANY Manufacturers
4203 South Ashland Avenue • Chicago

E. A. BROMUMD COMPANY
Beeswax
Carnauba Wax
Ceresine Wax
Ozokerite Wax
258 BROADWAY, NEW YORK CITY
BArclay 7-8445 Est. 1880

ROBINSON WAGNER CO.
REFINERS OF YELLOW AND SUNBLEACHED WHITE
USP BEESWAX
WARRANTED 100% PURE
FOR EVERY COSMETIC PHARMACEUTICAL AND TECHNICAL PURPOSE
110 EAST 42nd STREET NEW YORK CITY

Turner CHEMICALS
PERSULPHATE OF POTASH
PERSULPHATE OF AMMONIA
COPPER CARBONATE
BORAX
JOSEPH TURNER & COMPANY
PROVIDENCE RIDGEFIELD N. J. CHICAGO

The best that can be produced. It is 100% PURE BEESWAX and measures up to all the requirements of the U. S. P.
SPECIFY TL BRAND
BEESWAX
THEODOR LEONHARD WAX CO., INC. (Dept. A)
Haledon ESTABLISHED 1852 Paterson, N. J.

TWO ADDITIONS

Here are two additions to the long and varied list of Monsanto chemicals for industry. One gives indications that it may prove useful as an antioxidant, the other as a perfume fixative. Both have possibilities as intermediates in chemical syntheses. Very possibly, you may find additional uses for one or both.

2 Hydroxy 3 Methoxy Benzaldehyde *Technical* is available in commercial quantities; 2, 3 Dimethoxy Benzaldehyde *Technical* is available now only in experimental quantities but could be placed on a commercial production basis within a few months. For samples of either compound fill out and mail the coupon below. MONSANTO CHEMICAL COMPANY, Organic Division, St. Louis, U. S. A.

MONSANTO CHEMICAL CO., 1706 S. 2nd St., St. Louis, Mo.

Gentlemen: Please send me an experimental quantity of

☐ 2 Hydroxy 3 Methoxy Benzaldehyde *Technical*

☐ 2, 3 Dimethoxy Benzaldehyde *Technical*

*Name*_____

*Company*_____

*Address*_____

Drugs, Fine Chemicals

Glycerin OPA Price Ceiling Expected by Thursday — Methanol Price Ceiling Is Announced—Castor Bean Advance Sharp — Some Solvents Rise

The high points from the standpoint of things expected continued to be methanol and glycerin—on both of which price ceilings were forecast for almost immediate establishment late in the previous week.

Information concerning the meeting of glycerin men and OPA representatives, held September 26 in Washington, indicates that a large committee of glycerin men was formed to work with OPA on a price ceiling as well as on problems arising from the expanding defense needs. Later, the situation turned acute and information came from Washington to the effect that a ceiling may be set by Thursday next.

Meanwhile, the solvents situation showed strength. Makers of amyl-acetate from pentane, normal amyl alcohol, and orthoamylphenol advanced quotations substantially. Cables from Brazil showed a sharp rise in the shipment price on beans, justifying fully the rise in castor oil prices late in the previous week. Menthol was higher on the week. Skimmed milk powder was up but whole-milk powder was not changed, albeit it was strong. Sugar of milk tended higher but lacked actual change.

Acid, Citric.—Apparently stabilized. Little resale stuff on market.

Acid, Tartaric.—Spanish exports to United States in January-June, 1941, totaled 445,134 pounds valued at $138,291, according to Department of Commerce. Strong, active market. No surplus supply.

Alcohol.—Demand running heavy. Needs exceed supply. Quotations on pure ethyl raised $1.90 to cover new excise tax. Tanks now $7.86½ per gallon. Drums, car lots, $7.22½; 19 drums, $7.96; smaller lots, $8.34.

Amyl Acetate.—Item made from pentanes advanced 1c. Tanks, 12½c. per pound; drums, car lots, 13½c.; less car lots, 14½c. Freight allowed east of the Mississippi river.

Amyl Alcohol.—Normal material up 2c. Basis now 27c. per pound less car lots in drums at works.

Argols.—Department of Commerce reports January-June, 1941, imports from Spain totaling 1,544,136 pounds valued at $200,540; wine lees, 772,677 pounds valued at $39,287. Calcium tartrate, 122,937 pounds valued at $24,901.

Cadmium.—Metal and salts strong but apparently stable. No change likely in metal prices. Voluntary stabilization by makers prevails.

Castor Oil.—Strong at recent advance. In high request. Producers report rising cost of raw material. Bean market in Brazil reported at $72.50 to $73 per long ton following sales at $72.

Chicago, Oct. 1—Further advances in castor oil prices give strong market aspect. Prices are: Cold pressed, U. S. P., returnable drums, car lots, 13¼c. per pound; drums, less than car lots, 14c.; tanks, 12¾c.; No. 3, extracted, returnable drums, car lots, 13c. per pound; drums, less than car lots, 13¾c.; tanks 12½c.

Cream of Tartar.—January—June, 1941, imports totaled 66,138 pounds valued at $22,900, according to Department of Commerce.

Fish Liver Oils.—Most prices withdrawn. Scarcity of producers' stocks turns them conservative and reserved. Halibut liver oil up to $45 per gallon.

San Francisco, October 1.—Prices being paid here by local vitamin oil extractors for the comparatively small catch of shark livers have been gyrating skyward and the liver oil market here is so unbalanced by large demand and lack of supply that no firm offers are being quoted. Price changes are wide and frequent and the position of the market is a highly nervous one.

Glycerin.—Nothing yet from Office of Price Administration regarding price ceiling. Meeting with OPA late in previous week canvassed situation. Large committee appointed to survey industry. Advices received Friday suggest an OPA price ceiling by Thursday.

Chicago, Oct. 1—Glycerin prices, for both chemically pure and high gravity, are: Tankcar, 10¼c. per pound; drums, car lots, 19½c.; drums, less than car lots, 20c.

Menthol.—Higher at $7 to $7.25 per pound. Held firm.

Methanol. — Price ceiling was

Price Changes

Advanced

Amyl acetate, ex pentane, 1c. per lb.
Amyl alcohol, normal, 2c. per lb.
Castor beans, $4.50 per long ton.
Castor oil, ¾c. per lb.
Halibut liver oil, $6.50 per gal.
Menthol, 25c. per lb.
Methanol, group B, 10c. per gal.
Methyl acetone, group B, 10c. per gal.
Milk powder, skimmed, 1½c. per lb.
Orthoamylphenol, 10c. per lb.

Reduced

None

Comparative Values

Index numbers compiled from thirty-five typical drugs and fine chemicals on the basis of 100 for August 1, 1914, compare as follows:—

Last week.	Prev. week.	Last month.	Last year.
222.9	222.1	222.7	204.6

Market news that may have developed after this report was sent to press will be found on page 4.

Santonin

Although World War No. 2 has blocked normal trade routes for santonin exports from the Soviet Union, 1,322 pounds from the Russian Turkestan reached the United States in January-June, 1941, and prevented this country becoming totally dependent on the domestic cultivation and manufacturing project in Washington State. It compared with 112 pounds for the first six months of 1940, and 1,075 pounds total for that year.

Pricewise, the story is different. For the price has advanced substantially since santonin sold at $110 per kilo on August 25, 1939. The current market is $175 per kilo and sales average between $180 and $185 per kilo on the quantities usually under request.

Before the advent of American-made santonin, Russia had a complete world monopoly. In the days of Czarist Russia, a single Russian company distributed to the world. So, also, have sales been handled by the Russia of Lenin and Stalin.

The Russian monopoly on santonin was fully as effective as the control of cinchona bark and quinine by the Dutch. Complete monopoly was broken when manufacture by Americans began from seed grown in the State of Washington. And in the main, the competition has had a beneficial effect on prices to consumers.

Current prices on drugs and fine chemicals are given in the alphabetical list of prices beginning on page 7

Association meetings:—

DCAT Meeting, Skytop, Pa., Oct. 23-25.

BASIC MATERIALS
for Drugs and Cosmetics

One of the many essential services to the drug and cosmetic industries rendered by the House of McKesson for more than a century is the importing and distributing of basic drug materials from all parts of the world. Improved, perfected and extended, this important service to the industry is now used by scores of manufacturers to help produce drug and cosmetic preparations which satisfy the exacting needs of millions of consumers. Inquiries welcomed.

Agents and Distributors for:

Solvay Sales Corporation
Alkali-Chlorine
Paradichlorobenzene

E. I. Du Pont de Nemours, Inc.
Camphor, USP, XI

Carus Chemical Co.
Benzoic Acid
Soda Benzoate

Brown Company
Chloroform

Hawaiian Pineapple Co.
Citric Acid

Zinsser & Co.
Gallic Acid
Tannic Acid

Stauffer Chemical Co.
Cream Tartar
Tartaric Acid

British Cod Liver Oil Producers
Cod Liver Oil

Heavy Chemical Division
McKESSON & ROBBINS, Inc.
155 E. 44th Street, New York, N. Y.

CHEMICAL KESSCO PRODUCTS SPECIALTIES

Manufacturers of

TRIACETINE C.P.

ACETINE DIACETINE
TRIACETINE DIBUTYL TARTRATE

FATTY ACID ESTERS

METHYL — ETHYL — PROPYL — BUTYL —
OCTYL — LAURYL — ETC.
STEARATE
CAPRATE
LAURATE
MYRISTATE
OLEATE
PALM
SOYABEAN
LINSEED
RICINOLEATE

Also Esters of other Fatty Acids and Alcohols

For Samples, Specifications or Suggested Formulae Write to

KESSLER CHEMICAL CO., Inc.

Established 1921

DELAWARE AVE. and MIFFLIN ST. PHILADELPHIA, PA.

PROCTER & GAMBLE
Largest Producers and Refiners of
CHEMICALLY PURE GLYCERINE
U.S.P.
Packed in drums and cans
Also other grades—Stocks in principal cities
Gwynne Building Cincinnati, Ohio
220 East 42nd Street New York City
C/P

RESORCIN
CATECHOL - META-NITRO-PARA-TOLUIDINE
PENNSYLVANIA COAL PRODUCTS COMPANY
PETROLIA, PENNSYLVANIA

LEGHORN TRADING CO., Inc.
21 West Street Telephone WHitehall 3-9636-7-8 New York City
TARTARIC ACID
CREAM OF TARTAR
PURE IMPORTED EDIBLE OLIVE OILS
OLIVE OIL FOOTS
RED OIL PALM OIL
RAPESEED OIL
TEASEED OIL
SESAME SEED OIL
Specialists in Finest California Edible Olive Oil

NATIONAL BRAND MILK SUGAR
QUALITY STANDARD THE WORLD OVER SINCE 1883
ALPHA LACTOSE POWDERED-GRANULAR
BETA LACTOSE IMPALPABLE
NATIONAL MILK SUGAR COMPANY
Division of The Borden Company
350 MADISON AVENUE NEW YORK, N. Y.

POTASSIUM SULPHATE C.P. and N.F.
POTASSIUM CHLORIDE C.P. and N.F.
POTASSIUM ACETATE U.S.P.
POTASSIUM CITRATE U.S.P.
SCHUYLKILL CHEMICAL COMPANY
2346-2354 Sedgley Avenue - Philadelphia, Pa.

POLYALCOHOLS ATLAS
ARLEX*
(Atlas Commercial Sorbitol Solution)
Helps Eliminate
Base Raw Material "Headaches"
Conditioner
Humectant—Plasticizer
*Reg. U. S. Pat. Off.
CHEMICALS ATLAS EXPLOSIVES
Arlex, a polyhydroxylic material, is made from materials so abundant that its price has shown a decreasing trend even in the face of present conditions.
ATLAS POWDER COMPANY
Industrial Chemicals Dept. Wilmington, Delaware

announced, effective October 10. Group B natural methanol makers put 10c. rise into effect October 1. Pure, tanks, Zone 1, 50c. per gallon; Zone 2, 52c.; Zone 3, 54c.; Zone 4, 54½c. Drums, car lots, Zone 1, 55½c.; Zone 2, 57½c.; Zone 3, 59½c.; Zone 4, 61½c. Less car lots, Zone 1, 58½c.; Zone 2, 75½c.; Zone 3, 62½c.; Zone 4, 75½c. Group A prices:—Pure, drums, 75c.; 99 percent, 60c.

Methyl Acetone.—October 1 price rise of 10c. effective. Tanks, Zone 1, 60c.; Zone 2, 62c.; Zone 4, 64½c. Drums, car lots, Zone 1, 65½c.; Zone 2, 67½c.; Zone 3, 69½c.; Zone 4, 71½c.; less car lots, Zone 1, 68½c.; Zone 2, 85½c.; Zone 3, 72½c.; Zone 4, 85½c.

Milk Powder.—Prices on skimmed milk powder advanced 1½c. per pound September 30. New quotations:—Roller, or spray, car lots, 13c. per pound; less car lots, 14c. Department of Agriculture purchases last reported were 366,000 pounds spray and 787,000 pounds roller.

Orthoamylphenol. — Advanced 10c. Quoted 25c. per pound, f.o.b. works.

Quicksilver.—Firm prices show trend toward stabilization. Statistical data

VEGETABLE LECITHIN
Deliveries from Spot Stocks
JUNGMANN & CO.
Incorporated
157 Chambers St., New York
Telephone BArclay 7-5128-5130

HORMONES PHARMACEUTICALS VITAMINS
CACODYLATES, BISMUTH AND SODIUM SALTS
HERMAN MEYER DRUG COMPANY, INC.
66-38 Clinton Ave. NEwtown 9-2110 Cable: Sulfanyl Maspeth, N. Y.

PLYMOUTH
PLYMOUTH STEARATES
ALUMINUM — ZINC — CALCIUM — MAGNESIUM
Established Qualities Manufactured for thirty years by
M. W. PARSONS, Imports & PLYMOUTH ORGANIC LABORATORIES, Inc.
59 Beekman Street, New York City
DISTRIBUTORS: THOMPSON-HAYWARD CHEMICAL CO., KANSAS CITY, MO., AND BRANCHES

PHARMACEUTICAL & FINE CHEMICALS
PETROLATUM QUININE SALTS
MINERAL OIL ZINC OXIDE, Tech. & U.S.P.
VITAMINS BOTANICAL DRUGS
OLEO CHEMICAL COMPANY
38 PEARL STREET NEW YORK, N. Y.
BOwling Green 9-5992 WHitehall 4-5096

BPC
BENZOL PRODUCTS COMPANY
237 SOUTH STREET, NEWARK, N. J.
MANUFACTURERS OF FINE CHEMICALS
Phenobarbital
Amino Acetic Acid

STILBOESTROL
STILBOESTROL DIPROPIONATE
PROGESTERONE IN OIL
SANTONIN
VITAMINS
COD LIVER OIL
U.S.P., MEDICINAL
Please consult us for spot and future delivery
TUTEUR & CO., Inc.
60 Wall Street, New York City
Telephone: BOwling Green 9-3874
Cables: Tuteurchem

Carey PRODUCTS
Carbonate of Magnesia
Oxide of Magnesia
U. S. P. and Technical Grades
THE PHILIP CAREY CO.
Dependable Products Since 1873
LOCKLAND, CINCINNATI, OHIO

on production, consumption, and stocks, Bureau of Mines figures, to July 31, 1940 follow:—

	Flasks	
	Production.	Consumption.
1940—July	3,200	2,200
August	3,500	2,100
September	3,600	2,100
October	3,600	2,700
November	3,400	2,900
December	3,700	2,100
1941—January	3,100	2,900
February	2,900	4,700
March	3,500	4,000
April	3,500	3,200
May	3,600	3,500
June	4,000	3,300
July	3,400	3,200

Consumer-dealer stocks, July 31, 11,300 flasks. Producers' stocks, 438 flasks. Exports, January-June, 1,503 flasks.

San Francisco, October 1.—Quicksilver for both prompt and future position, holds at $190 per flask here, a figure voluntarily established, in the face of a demand that continues to outstrip production. A buyers' waiting list is in existence among some sellers. Most deliveries seem to be going against contracts written up weeks and months ago.

Silver Nitrate.—The schedule of prices since the last report prevailed as follows, covering quantities of 100 ounces; small lots from 1c. to 2c. more per ounce and quantities of 500 ounces at about 1c. less. Comparison of prices of bullion in New York and London is also provided.

	Per ounce		
	Nitrate.	Bullion	
	Cents.	New York. Cents.	London. Pence.
Saturday	24	34⅜	23½
Monday	24	34⅜	23½
Tuesday	24	34⅜	23½
Wednesday	24	34⅜	23½
Thursday	24	34⅜	23½
Friday	24	34⅜	23½

Resale Markets

Sellers of resale materials increasingly reported "nothing available" during the past week. Odd lots of this and that might be picked up but in the main it proved almost impossible to purchase a sizeable quantity of anything. Government scrutiny of inventories has tended to reduce resale marketing of stocks believed in excess of needs. Also, actual manufacturers are attaining a degree of success in their efforts to prevent diversion of purchases made by regular customers.

During the period under review, resale offerings were heard on calcium lactate at 30c. per pound; formaldehyde at 35c.; chemically pure glycerin at 30c.; methanol at $1 per gallon; potash carbonate U.S.P. at 18c. to 20c. per pound; U.S.P. salicylic acid at 65c.; soda benzoate at 85c.; soda cacodylate at $20; and soda perborate at 28c. Limited lots of citric acid 75c. to 80c. per pound; and tartaric acid at 75c. were also noted.

ALL GRADES OF
REFINED GLYCERINE
U. S. P. B. P.
YELLOW DISTILLED
HIGH GRAVITY
DYNAMITE
★ ★ ★ ★
REFINERIES LOCATED AT
• Brooklyn, N.Y.
• Jeffersonville, Ind.
• Jersey City, N. J.
• Berkeley, Calif.
• Kansas City, Kans.
COLGATE-PALMOLIVE-PEET CO.
GLYCERINE DEPARTMENT
105 HUDSON STREET
JERSEY CITY, NEW JERSEY

HIGH POTENCY MEDICINAL
COD LIVER OIL
U. S. P. NON-FREEZING
The vitamin potencies of all cod liver oils we offer are biologically assayed and certified in our own laboratories. Uniformity assured. Quality finest obtainable.
The production and bio-assaying of our Oleovitamin A and D, U. S. P. is rigidly controlled in our own plant and laboratories. Vitamin potency, color and odor same as cod liver oil, taste even better. Price much lower.
Immediate shipment from spot stocks
Samples and quotations on request
GUNNING & GUNNING
601 WEST 26th STREET, NEW YORK, N. Y.
Medicinal and Poultry Cod Liver Oils—Processors of High Potency Vitamin A and D Oils. In Business Since 1922
COD LIVER OIL SUBSTITUTE
OLEOVITAMIN
A and D U. S. P.

VITAMIN PRODUCTS
FISH LIVER OILS
THE ATLANTIC COAST FISHERIES COMPANY
111 JOHN STREET, NEW YORK, N. Y.

Ammonium Sulphocyanide C.P.
(THIOCYANATE)
Sodium Sulphocyanide C.P.
(THIOCYANATE)
Potassium Sulphocyanide N.F.
(THIOCYANATE)
Thiourea C.P.
★ ★
HUMMEL CHEMICAL COMPANY, Inc.
90 West Street New York, N.Y.
Telephone: REctor 2-5687

ISOPROPYL ETHER
NOW AVAILABLE IN TANK CAR QUANTITIES
Selling Agents for
SHELL CHEMICAL CO.
R·W·GREEFF & CO.
10 ROCKEFELLER PLAZA, NEW YORK CITY

PURE ETHYL ALCOHOL
Produced by the SANTA CRUZ Distillery
Limited quantities available in Drums or Cans. 190° proof, superior grade quality, similar to Cologne Spirits. Especially recommended for Perfumery and Medicinal uses.
COMPAÑIA CUBANA DE ALCOHOL S.A.
P.O. Box 2495 HABANA, CUBA
Cable Address: Cubalcohol

WHOLESALERS NOTE!

We especially call your attention to our advertisement in the current issues of the Drug Topics Price Book and American Druggists Blue Book.

Tops... all the way through
PENICK'S PACKAGED BOTANICALS
Tops in QUALITY
Tops in SALES APPEAL
Tops in FRESHNESS
Tops in PROFITS
These Items Are Tops In Many Want Books
ACACIA POWD. U. S. P.
AGAR AGAR U. S. P.
CHAMOMILE FLOWERS N. F.
CINCHONA BARK U. S. P.
DIGITALIS POWD. U. S. P.
GINGER ROOT U. S. P.
GUM KARAYA POWD.
GUM TRAGACANTH U. S. P.
HYDRASTIS N. F.
IPECAC ROOT U. S. P.
LICORICE ROOT U. S. P.
SENNA LEAVES T. V. U. S. P.
Ask Your Wholesaler For The Complete Line
S. B. PENICK & COMPANY
50 Church St., New York, N. Y.
735 West Division St., Chicago, Illinois
THE WORLD'S LARGEST BOTANICAL DRUG HOUSE
FOLLOW THE PENICK LINE FOR BOTANICAL QUALITY

PENICK PACKAGED BOTANICALS

What A Line . . . for a steady haul of profitable orders

One of the automatic filling machines which turn out thousands of packages of Penick Botanicals daily!

. . . because no other full line of packaged botanicals is so widely promoted to retail druggists. *We stimulate orders for you, Mr. Wholesaler.*

. . . because no other brand offers such variety and completeness of items. *That means extra sales.*

. . . because Penick's Packaged Botanicals are honest-to-goodness, quality-tested products in modern, attractive packages with plenty of "sell-appeal." Note, please, the many outstanding advantages of the Penick line as stressed in the advertisement shown, one of many appearing in over a dozen national and sectional drug trade publications.

. . . because druggists like the way Penick's Packaged Botanicals sell and please customers. Prescriptions can be compounded with full confidence . . . the specially designed Penick container protects the potency and minimizes deterioration of these top-quality drugs. There's no waste, no loss.

WITH FEW EXCEPTIONS WE HAVE BEEN ABLE TO FILL COMPLETELY ALL OF OUR WHOLESALE CUSTOMERS' ORDERS FOR PENICK'S PACKAGED BOTANICALS.

We'll be glad to give you all details

S. B. PENICK & COMPANY

50 CHURCH ST., NEW YORK, N. Y. **735 W. DIVISION ST., CHICAGO, ILL.**

THE WORLD'S LARGEST BOTANICAL DRUG HOUSE

Botanical Drugs, Spices, and Gums

Botanical Demand Turns Quieter — More Price Stability in Evidence—New Crop Goods Showing High Cost—Domestic Cultivated Stocks Well Spoken For

Reports in the local market for botanical drugs showed that conditions were somewhat quieter than they were in the previous trading period. No drive for stocks by consumers was noted and the general average of request was conservative and applied mainly against prompt rather than future needs.

Prices in general showed a deal of stability. Sellers had a disposition to hold values as steady as possible, realizing that little is to be gained by continuous and sustained advance in prices. Such movements in some measure unsettle buyers. However, notwithstanding the absence of larger request and the tendency to hold values stable, there was no gainsaying the fact that the fundamentals of the market all point to basic strength.

Stocks for sale over the next year have been secured only at rising costs in the primary markets. Articles which have been cultivated because of scarcity of stocks and the impossibility of importing from Europe will not be available in more than moderate quantities and much of the prospective crops has been already earmarked for consumption.

Balsams

Peru.—Very firm. Stocks limited. Demand good. Replacement high.

Tolu.—Routine activity. Steady to firm prices.

Barks

Barberry.—Little or nothing likely to reach here from England. Spot stocks restricted. Firm prices.

Buckthorn.—Limited stocks strongly held. Little competition. Replacement uncertain, even unlikely.

Cascara.—Coast holders strong. Prices readily maintained. Little selling pressure.

Elm.—Dealers expect values to be higher. Primary market showing continued strength.

Lycopodium

The British intelligence agent laid the vial carefully on the bar in Hughie Reynolds' at New Haven late in 1917, saying the new explosive would win the war. Shaking some of the powder into his hand, he tossed it into the air and lit a match. The lycopodium snapped and crackled—a brilliant pyrotechnic display that lit white faces struck with fear.

Grey iron makers had used it to dust moulds for years, and fireworks manufacturers had been well acquainted with its rapid burning in air. Its work in the war was in connection with tracer bullets and flares.

World War No. 2 finds it sold already at $7.50 per pound, though the market was $1.15 on August 25, 1939. It reached $7.50 per pound after Japan stopped shipping.

And Japan had built a nice business since 1936 when her first shipments totaled 100 pounds. The business grew. In 1937 it was 10,350 pounds; 1938, 16,904 pounds; 1939, 20,344 pounds. Total Japanese shipments for the 1936-1939 period, 47,698 pounds. Total imports from all sources in same period, 193,320 pounds.

Poland and Danzig for years were the largest exporters. Other countries shipping included Russia, United Kingdom, Germany, Finland, and Lithuania. After World War No. 2 got well underway, Japan was left as the sole shipper to this country and disappeared when all commerce stopped between the two countries. The market is practically bare now.

Price Changes

Advanced

Cinnamon, Ceylon, No. 1, ½c. per lb.
Gold of pleasure seed, 1c. per lb.
Ginger root, African, 1½c. per lb.
Laurel leaves, Portuguese, 1½c. per lb.
Poppy seed, Turkish, 1¾c. per lb.
Saffron, Spanish, $1 per lb.

Reduced

Arabic gum, ½c. per lb.
Anise, Turkish, ½c. per lb.
star, 1c. per lb.
Cumin seed, Morocco, ½c. per lb.
Cyprus, ¼c. per lb.
Cassia, Batavia, No. 1 thinquill, ½c. per lb.
No. 1 regular, ½c. per lb.
Ergot 5c. per lb.
Ginger root, Cochin, 1c. per lb.
Mace, Banda, 2c. per lb.
Slauw, 2c. per lb.
Nutmegs, East Indian, ½c. per lb.
Pepper, white, Singapore Muntok, ½c. per lb.
small berry Muntok, ¼c. per lb.
red, chillies, Japanese, ½c. per lb.
Mombassa, 1½c. per lb.
Pimento, ½c. per lb.

Comparative Values

Index numbers compiled from forty typical botanicals on the basis of 100 for August 1, 1914, compare as follows:—

Last week.	Prev. week.	Last month.	Last year.
288.4	288.8	277.8	193.1

Market news that may have developed after this report was sent to press will be found on page 4.

Beans

Tonka.—Steadily held in all quarters. Demand good. Stocks fair.

Vanilla.—Little new concerning the "when" of goods arriving from Madagascar. Spot stocks remain low. Prices firm to strong. Sales confined to regular buyers. All sellers reserved.

Berries

Juniper.—Those with substantial stocks show great reserve. Maintain comparatively high prices in strong position.

Hawthorn.—Talk of a domestic cultivation project in South. Nothing coming forward from England now.

Imports and Detentions

Entries of botanicals at the port of New York since the week of January 1, 1941, and the detention of these items by the Food and Drug Administration because of the presence of matter rendering them unfit for human consumption were:—

	Bags— Detained.	Entered.
Anise	190	3,043
Belladonna	70	76
Caraway	73	207
Cardamom (cases)	10	1,954
Celery	35	1,740
Coriander	16,396	31,549
Cumin	8,101	13,663
Digitalis leaves (cases)	...	...
Dill	3,118	17,784
Fennel	210	2,274
Henbane leaves (bales)	150	170
Mustard	...	10,017
Poppy	1,080	3,153
Sage leaves (bales)	1,203	7,928
Sesame	3,349	8,204
Stramonium	...	...
Thyme	915	3,278

Current prices on botanical drugs and spices are given in the alphabetical list of prices beginning on page 7

CHECK THIS LIST

OF HOPKINS' PROFESSIONALLY MILLED, ANALYZED, HIGH STANDARD

CRUDE DRUGS

The earth contributes and J. T. Hopkins & Company distributes every foreign and domestic botanical drug for which there is a commercial demand. A few of the many botanical drugs, ready for prompt or contract shipment from our New York City warehouses and mills, follow:

✓ALOES
✓ALTHEA ROOT
✓ANISEED
✓ARECA NUTS
✓ASAFOETIDA GUM
✓BENZOIN GUM
✓BUCHU LEAVES
✓CALAMUS ROOT
✓CUDBEAR
✓CINCHONA BARK
✓COCILLANA
✓DAMIANA Select
✓DERRIS
✓DIGITALIS (116% Active)
✓DOGGRASS CUT
✓ERGOT (140% Active)
✓EUPHORBIA PIL.
✓FENNEL SEED
✓GALANGAL ROOT
✓GINGER
✓GUAIAC GUM Glassy
✓HAWTHORNE BERRIES
✓HOREHOUND
✓INSECT FLOWERS
✓IPECAC ROOT
✓IRISH MOSS
✓KOLA NUTS
✓MYRRH GUM
✓OLIBANUM GUM
✓ORANGE PEEL
✓ORRIS ROOT
✓PAPAIN
✓PEPPERMINT
✓PSYLLIUM SEED
✓QUASSIA
✓QUINCE SEED
✓RHUBARB ROOT
✓SARSAPARILLA
✓SENEGA ROOT
✓SENNA LEAVES
✓SQUILLS
✓STRAMONIUM
✓UVA URSI
✓WILD CHERRY BARK
✓PALE ROSE BUDS

◆ ◆ ◆ ◆ QUOTATIONS AND SAMPLES ON REQUEST ◆ ◆ ◆ ◆

J. L. HOPKINS & CO.

IMPORTERS, MILLERS AND MANUFACTURERS OF PROFESSIONALLY MILLED, ANALYZED CRUDE DRUGS

Boston
hiladelphia
220 BROADWAY, NEW YORK CITY
San Francisco
Memphis
Los Angeles

We Have the Following to Offer

ANISE SEED, Bulgarian
CANARY SEED, Moroccan 2%
CELERY SEED
French and Indian
CLOVES, Madagascar
CORIANDER SEED
CUMIN SEED
FOENUGREEK SEED
MARJORAM LEAVES, French
PARSLEY SEED
SAGE LEAVES
SESAME SEED HULLED
THYME LEAVES, French
AMINOPHYLLINE
ASPIRIN, QUININE AND OTHER TABLETS
BARBITAL
CARBOLIC ACID CRYSTALS
EPHEDRINE SALTS
ICHTHAMMOL N.F.
MENTHOL
Japanese and Chinese
MILK SUGAR U.S.P.
STRYCHNINE SULFATE
COD LIVER OIL, Medicinal and Poultry Grades
VITAMIN PRODUCTS
PEPPERMINT OIL U.S.P.
SAVIN OIL
AGAR AGAR, Japanese Shreds, Cut and Powder
ALOES, Curacao and Cape
ALTHEA ROOT
BALSAM COPAIBA
BALSAM PERU
BELLADONNA LEAVES
BELLADONNA ROOT
BUCHU LEAVES
COCILLANA BARK
CORIANDER OIL U.S.P.
FENNEL SEED, Indian
GENTIAN ROOT
GRAINS OF PARADISE
GUM ARABIC AMBER SORTS
GUM CAMPHOR, Japanese
HELLEBORE ROOT WHITE
HERBE MENTHE
HOREHOUND HERB
IPECAC ROOT
JUNIPER BERRIES
LAVENDER FLOWERS
LINDEN FLOWERS
MAHUANG, Chinese
MALEFERN ROOT
ORRIS ROOT
PSYLLIUM SEED
PSYLLIUM SEED HUSKS
QUINCE SEED
RHUBARB ROOT
SARSAPARILLA ROOT
SENNA LEAVES
UVA URSA LEAVES
WAX JAPAN

All orders and inquiries will be given immediate attention. Write for our catalog on tablets, liquids and other pharmaceuticals.

KACHURIN DRUG COMPANY

Manufacturers - Importers - Exporters - Distributors

DRUGS - CHEMICALS - OILS - BOTANICALS

525 West 43rd Street, New York, N. Y.

Telephone: BRyant 9-7100-1-2-3-4-7456
Cable Address: Kachurin, New York
Codes: A. B. C. 5th & 6th Edition and Bentley's

WHEN IT'S 5 P.M. IN NEW YORK
IT'S NOON IN HAWAII

In beautiful Hawaii they still find time to dance the hula. But with four-fifths of the world's population at war, our foreign representatives report increasing difficulty in securing quantities of some essential Botanical Drugs. With this almost certain curtailment in imported commodities looming up, we suggest that you take an inventory now and call us for the latest information on the Botanical Drugs you will need in the near future.

TIME TO CALL PRENTISS

THE R. J. PRENTISS & CO., INC. THE WORLD IN BOTANICALS

R. J. PRENTISS & CO.
80 JOHN STREET, NEW YORK CITY

There is not a commercial center of any importance in any part of the World where the Oil, Paint and Drug Reporter does not circulate.

MORTEZA KHOSROVSCHAHI
General Exporter and Importer
of Raw Materials
from the
Near East and Orient
Specializing in Gum Tragacanth
165 BROADWAY WOrth 2-2473,-2474 NEW YORK, N.Y.

GUM
KARAYA
TRAGACANTH
ARABIC
LOCUST
WRITE FOR PARTICULARS
ORBIS
PRODUCTS CORPORATION
215 PEARL ST., NEW YORK – Factory, NEWARK, N. J.

WHOLE AND POWDERED
GUMS
FRANK-VLIET CO., Inc.
160 WATER ST. NEW YORK, N. Y.
1001 Chestnut St. Philadelphia, Pa.
912 East Third St. Los Angeles, Cal.
BRANCH OFFICES
389 St. Paul St., W. Montreal, Canada
206 State St. Boston, Mass.
383 Brannan St. San Francisco, Cal.
KARAYA (INDIAN GUM)
LOCUST BEAN
TRAGACANTH
ARABIC

Flowers

Clover.—Invention of picking machine reported from Middlewest. Very fast.

Malva.—Practically nominal. No general distribution of stocks.

Mullein.—Spots better distributed. Very firm undertone. Moderate call.

Saffron.—Spanish higher at $39 to $40 per pound, done. Mexican steady. Lacking activity.

Gums

Arabic.—Long overdue ship in port. Cargo first feared damaged by water. Now reported O. K. Substantial deliveries due under contracts. Sales last week 24c. to 25c. per pound. Two more ships named to arrive. Not known where they are. One long overdue.

Mastic.—Strong. Last sales around $2.50 per pound.

Sandarac.—Held for 88c. to 89c. per pound. Some consumers selling part of inventories.

Herbs and Leaves

Henbane.—Cultivators seeking seed with little success. Indian goods quoted in London 63c. per pound, later delivery.

Laurel.—Portuguese item higher at 24c. to 26c. per pound.

Lobelia.—Supplies not ample. Firm at late advance. London quotations nominal at 50c. per pound.

Miscellaneous

Cantharides.—Russian flies strong, nominal, and in short supply.

Ergot.—Shaded to $1.95 to $2 per pound. London reports Portuguese, under spot prices.

Irish Moss.—High prices paid for moderate domestic collection along New England coast.

Roots

Aconite.—London reports Indian would be valued spot at 32c. per pound if available. New York market in limited supply.

Belladonna.—London reports Indian root available there at 76c. per pound. Quality not mentioned. Limited spot stocks held closely.

Gentian.—Price views differ. Some report obtaining price premiums. Others continue to quote prices lowered in previous week.

Seeds

Anise.—Spanish quoted 41c. to 42c. per pound. Turkish, shaded to 32½c. to 33c. Star down to 17½c. to 18c.

Cardamom.—Green Ceylon down to $1.05 to $1.10 per pound.

Celery.—French about nominal with quote noted at 90c. to 95c. per pound.

Cumin.—Morocco shaded to 18½c. to 19c. per pound. Cyprus off a fraction to same level.

Gold of Pleasure.—Higher at 20c. to 21c. per pound.

Spices

Cassia.—Batavia down fraction. Thinquill, 21½c. to 22c. per pound. No. 1 regular, 20½c. to 21c.

Cinnamon.—No. 2 higher at 26½c. to 27c. per pound.

Ginger.—African up to 31½c. to 32c. per pound. Cochin, shaded to 29c. to 30c.

Mace.—Banda and Siauw shaded. Former, 45c. to 46c. per pound. Latter, 35c. to 36c.

Pepper.—White Singapore Muntok easier at 10c. to 10½c. per pound. Red Japanese chillies eased back to 26¾c. to 27c.; Mombassas, 22½c. to 23c.

Trading in black pepper futures on the New York Produce Exchange from September 27 to October 3, inclusive, comprised 56 contracts. Following is a price record for the week:—

	Cents per pound		
	High.	Low.	Close.
March	5.94	5.82	5.82@5.85
May	6.02	5.92	5.94@5.95
December	5.81	5.70	5.72@5.75

Pimento.—Another fraction lower at 20½c. to 21c. per pound, spot.

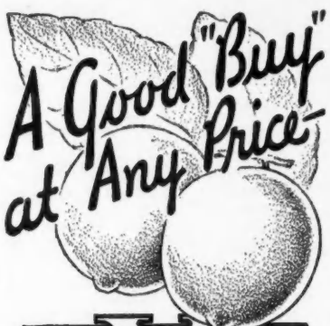
STANDARD
Collapsible TUBES
and CAN SPOUTS

For Forty years, STANDARD have been making quality Tubes and Can Spouts. Among our long list of satisfied, comeback customers are many recognized leaders in their respective lines: Goodyear, Goodrich and Miller; Evinrude; Eastman Kodak; Gulf, Shell and Standard Oil; Abbott Laboratories; Delco Brake—to mention only a few. We specialize in the design of special Openings and Devices to facilitate convenient application of products sold in tubes or small cans.

Whether your requirements are small or large, your inquiries and orders will be given the same careful attention. Prices, samples and suggestions on request.

FREE CATALOG, full of useful data on Tubes of every size and description; "Shells" or single-dose tubes; Tube Openings, Caps, Necks and Applicator devices; wax lining and tin coating, etc. Send for it.

STANDARD SPECIALTY and TUBE CO., 18th Street, New Brighton, Pa.



Exchange

OIL of LEMON
CALIFORNIA COLDPRESSED

Because of its true-to-the-fruit flavor and unvarying strength; because of its natural appeal to American tastes; and because of its sparkling clarity and excellent solubility, "EXCHANGE" Brand OIL OF LEMON is a good "buy" at any price. By using this dependable product of America's greatest cooperative, you can assure *your* product a quality of appeal that means just two things: More sales and more profit.

FRITZSCHE BROTHERS, Inc.
PORT AUTHORITY COMMERCE BLDG., 76 NINTH AVENUE, NEW YORK, N. Y.
BOSTON CHICAGO LOS ANGELES ST. LOUIS TORONTO, CANADA MEXICO, D. F.

Gum Tragacanth---Gum Arabic
Importers
THURSTON & BRAIDICH, 286 Spring St., NEW YORK

Essential Oils, Aromatic Chemicals

Cassia Upped as Source Reports Stock Exhaustion—All Benzyl Compounds Selling Higher—Cinnamic Alcohol and Aldehyde Virtually Unobtainable On Spot

Scarcities of essential oils and aromatic chemicals grew apace throughout the past week. Particular strength was displayed by all benzyl compounds, the production of which is short because of curtailment of raw material deliveries. A crisis developed in cassia when cables declared nothing available, though some anise oil was offered. Stocks of practically all items were at low ebb and in most instances dealers and suppliers reserved their limited holdings to serve only their own customers.

An important aspect of the aromatic chemical market was the virtually universal inability of manufacturers to take prompt delivery business. Quotations, when made, were offered on the distinct understanding that nothing was offered save on a ration basis to regular customers of long standing. New customers appeared to be totally frozen out of the picture. The producers also indicated that any price they quoted must be considered nominal. Most of the difficulty arises from manufacturers' inability to get raw materials.

One essential oil dealer facetiously declared that the most active sector in his business was a new setup known as the Rejection of Orders department.

Essential Oils

Anise.—Holding firm. Demand good. Stocks moderate. Little competition.

Bergamot.—Artificial strong and active. Values tend higher under pressure of demand. Little natural oil available.

Cajeput.—Higher and stronger. Also scarcer. Native, $1.15 to $1.20 per pound; USP IX, $1.25 to $1.30; USP X, $1.40 to $1.45.

Camphor.—All sellers reserved. Few open market offerings. Prices about nominal.

Cananga.—All quotations subject to confirmation. Small stocks reduced steadily. Little coming forward.

Caraway.—Small lots bring full prices. No competition. Little available.

Cassia.—Advanced to $7 to $7.25 per pound. Tendency to make $7 inside pronounced. Shapes up with no replacement offerings.

Cedarleaf.—Sellers offer sparingly. Demand good. Prices hold upward tendency.

Clove.—Strong undertones. Higher prices strongly supported. Output well engaged. Further rise likely.

Citronella.—Slightly easier of late. No major change. Transport situation close to desperate. Reserves conservative.

Eucalyptus.—Broadening demand finds stocks limited and in strong hands.

Geranium.—Few odd lots available held around $16 to $17 per pound.

Ginger Oil

Demand and supply have had little to do with the sharp rise in prices on ginger oil. Values have been forced up mainly by the cost of raw material.

The current price of ginger root is 30c. per pound. On August 25, 1939, it was 4½c. per pound. During the same period of time the dealers' price of ginger oil has risen from $4 per pound to at least $12.50 to $15 per pound with some producers reporting sales at $20. Since ginger root yields but 2 percent of oil, the price rise on oil appears to be more than justified.

The import record on raw material for January-June, 1941, is almost astounding. The total arrival was 2,925,051 pounds for the six months. And it compares with 2,889,541 pounds for all 1940, and with 656,407 in all of 1939. Only a part of these totals was used by distillers but at no time has there been a serious shortage in raw material.

Price Changes

Advanced

Benzophenone, 20c. per lb.
Benzyl acetate, 7c. per lb.
Benzyl benzoate, 10c. per lb.
Benzyl cinnamate, 25c. per lb.
Benzyl propionate, 25c. per lb.
Benzyl salicylate, 15c. per lb.
Cassia, $1 per lb.
Cajeput, 37c. per lb.
Cinnamic alcohol, 20c. per lb.
Ginger, distilled, 50c. per lb.
Lime, distilled, $1 per lb.
Methylnaphthyl ketone, 30c. per lb.
Phenylacetic acid, 40c. per lb.
Pineneedle, 10c. per lb.

Reduced

None

Comparative Values

Index numbers compiled from twenty typical essential oils on the basis of 100 for August 1, 1914, compare as follows:—

Last week.	Prev. week.	Last month.	Last year.
227.0	**224.4**	**222.2**	**122.7**

Market news that may have developed after this report was sent to press will be found on page 4.

Ginger.—One dealer holds a trifle for $12.50 per pound. Other dealers paid $15 during period. Makers want upward of $20. Raw material up again.

Lemon.—Moving in good volume on strong price basis. Stocks may gain if demand shows normal Winter curtailment.

Lemongrass.—Strong and tending higher. Very little at $2 per pound. Many hold for $2.25 minimum. Hard to replace.

Lime.—Higher. Distilled, $7.50 to $8 per pound. Britain reported buying Mexican oil. Has taken most of the West Indian available. Expressed nominal at $12.50 per pound.

Orange.—Brazilian becoming steady despite recent substantial imports. California oil moving in good volume. Price basis shows strength at $3 per pound.

Peppermint.—Steadier and showing more stabilized spot position. Demand sustained in good to excellent volume.

Pineneedle.—Higher at $2.35 to $2.40 per pound. Scarcity increased interest in spruce and hemlock oils.

Sandalwood.—Has recovered considerable of ground lost when sufa drugs came on market. Pharmaceutical houses renewing their interest and supplies. Prices firm.

Aromatic Chemicals

Acetophenone.—Holding at $1.55 per pound. Sales mainly involve forwards.

Amyl Acetate.—Several dealers have stopped quoting. Report no stocks.

Anethol.—Showing firmness based on strength of raw material. Demand normal.

Benzophenone.—Market around $1.20 to $1.25 per pound. Lacks firm quotations for spot delivery.

Anisic Aldehyde.—No weakness. Production costs maintained. Offerings moderate. Prices firm.

Benzaldehyde.—Leading makers unable to take prompt delivery business. Transactions mainly on contract for more distant positions.

Benzyl Alcohol.—Higher. Scarce, due to raw material shortage. Quotations nominal. Makers offer nothing for prompt delivery. Drums noted at 55c. per pound.

Benzyl Alcohol.—Purely nominal market. Leading suppliers far behind in orders.

Benzyl Benzoate.—Higher at 90c. per pound in drums. Nominal price so far as prompt business goes. Ability to sell contracts not too good.

Benzyl Cinnamate.—Nominal price $5.50 per pound. No prompt delivery from makers. Production limited by raw material shortage.

Benzyl Propionate.—Limited quantities at $2.25 per pound constitute purely nominal position.

Cinnamic Acid.—Virtually unobtainable.

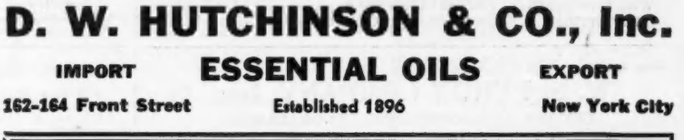
Cinnamic Alcohol.—Selling around $3 to $3.60 per pound. Quotations declared nominal. Nothing offered for spot delivery.

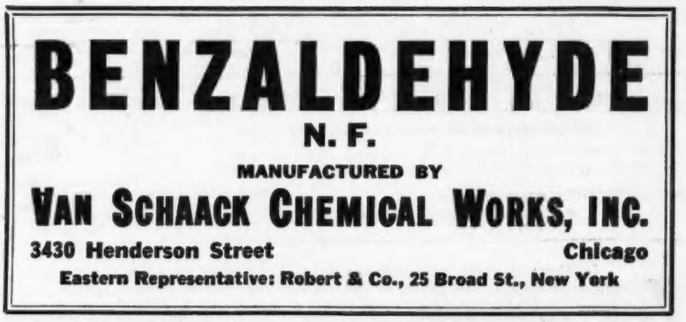
Coumarin.—Local dealers rejecting business. Producers unable to make normal deliveries.

Methylnaphthyl Ketone.—Fetching around $3 to $3.10 per pound when

Current prices on essential oils and aromatic chemicals are given in the alphabetical list of prices beginning on page 7

M&R
AMMER ECONOMY POINTER
Review Your Stocks of
BALSAMS
Purchase at this time, in our opinion, would be advantageous. Particular attention is called to—
BALSAM PERU
(Pure True Genuine San Salvador MM&R)
BALSAM COPAIBA
MAGNUS, MABEE & REYNARD, INC.
Essential Oils, Balsams, Aromatic Chemicals, Concentrated Flavors ... Since 1895
16 DESBROSSES STREET, NEW YORK, N.Y.
CHICAGO: 221 North La Salle Street
CANADA: Richardson Agencies, Ltd., 454 King St., W., Toronto





Scientific and Professional Services

Alexander, Jerome
Consulting Chemist and Chemical Engineer
Especial experience in colloid chemistry and its applications. Representation for Patents, Processes, Products and Apparatus. Research Advice, Investigations, Expert Testimony.
30 East 41st Street New York City
Member:—Association of Consulting Chemists and Chemical Engineers

ASSOCIATION OF CONSULTING CHEMISTS AND CHEMICAL ENGINEERS, INC.
Organized to advance the science and practice of consulting chemistry and chemical engineering.
The membership, located from coast to coast, includes highly qualified specialists from all branches of the profession.
For Expert Consultants Address the Association—50 E. 41st St., NEW YORK, N. Y. *Room 82*

Philip B. Hawk, Ph.D., Pres. Bernard L. Oser, Ph.D., Dir.
FOOD RESEARCH LABORATORIES, INC.
48-14—83rd Street, Long Island City, N. Y.
Research — Consultation — Testimony
FOODS —— DRUGS —— COSMETICS
SPECIALIST IN VITAMINS
Members Association of Consulting Chemists and Chemical Engineers
Write for "Science at Your Service"

Charles H. LaWall—1871-1937 Joseph W. E. Harrisson
LaWALL and HARRISSON
Pharmaceutical and Chemical Research. Biological Assays. Pharmacological Studies in association with Clinical Tests. Routine Drug and Food Control.
214 So. 12th Street Philadelphia, Pa.

PROTECT YOUR IDEAS BY **PATENTS**
Call or Send me a Sketch or Simple Model
WHAT IS YOUR INVENTION?
Z. H. Polachek 1934 Broadway New York
PATENT ATTORNEY ENGINEER
CONFIDENTIAL ADVICE
REGISTER YOUR **TRADE MARKS**
U. S. Pat. Off. records searched
ANY invention or Trade Mark
FREE COMPARATIVE LITERATURE
Phone LOngacre 5-3088

Est. 1868
W. S. PURDY COMPANY, Inc.
TESTING AND CONSULTING LABORATORIES
PETROLEUM FUELS ASPHALTS COAL
WAXES GREASES FATS COSMETICS
PAINTS SOAPS TEXTILES
120 Water Street, New York HAnover 2-8723

SADTLER, SAMUEL P., & SON, Inc.
RESEARCH AND ANALYTICAL CHEMISTS
We will show you how to adapt available commodities to replace those now difficult to obtain.
210 South 13th Street Philadelphia, Pa.
"Nothing Pays Like Research"

Bureau of Chemistry
New York Produce Exchange
H. P. Trowbridge, Ph.B., B.S.
2 Broadway New York
Cottonseed Oil, Oils, Greases, Soaps Turpentine, Glycerine, Cattle Foods, Spices, Chemicals, etc.
Consultation—Research.

COLLAPSIBLE TUBE FILLING
PRIVATE BRANDS
SHAVING CREAM
DENTAL CREAM, TABLETS
LUBRICANTS, OINTMENTS, ETC.
Full Manufacturing Facilities
DAY CHEMICAL COMPANY
70-72 Marshall St., Newark, N.J.

W. H. DICKHART
CONSULTING & ANALYTICAL CHEMIST
OILS, FATS, FOODS, DRUGS
Official Chemist for the New York Mercantile Exchange and Olive Oil Assn. of America
6 HARRISON ST., N. Y.
Phone WAlker 5-3046

J. Ehrlich, Ph.D.
CONSULTING CHEMIST
153 South Doheny Drive
Beverly Hills, California
ORGANIC SYNTHESES
Fellow of the American Institute of Chemists

Ellis-Foster Company
Established 1907
Research and Consulting Chemists
Specializing in Synthetic Resins and their Plastics and Related Subjects.
4 Cherry Street Montclair, N. J.
Telephone—Montclair 2-3510

ANTI-KNOCK VALUE DETERMINATIONS
The Gray Industrial Laboratories
Chemists and Engineers
Specialists on Petroleum Products
961-976 Frelinghuysen Ave., Newark, N. J.
Telephone: BIgelow 3-4020

Horace J. Hallowell
Consulting Chemist
Analyses and reports made in all branches of industrial chemistry—soils, minerals, iron, alloys, fuels, beverages, drugs, pharmaceuticals, cosmetics, etc.
Investigations and research. Formulas developed.
323 Main Street Danbury, Conn.

DRAWBACK SPECIALISTS
Refunds of duty on materials used in exported products.
C. J. Holt & Co., Inc.
8-10 Bridge Street New York, N. Y.
Phone BOwling Green 9-6841

INDUSTRIAL CONSULTING LABS. Inc.
Analytical and Consulting Chemists
PAINTS, VARNISHES, ENAMELS AND ALLIED PRODUCTS
128 Water Street HAnover 2-1980

Knight, B. H.
Analytical and Consulting Chemist
80 East 41st Street • • •
OFFICIAL ANALYST
U. S. Shellac Importers Assoc. Am. Bleached Shellac Mfrs. Assoc.

Laning Company, E. M.
Specializing in Perfumes, Toilet Preparations, Pharmaceuticals and Flavors. Formulas perfected. Problems solved. Labels and Circular Matter revised to comply with the new Food, Drug and Cosmetic Act.
433 Stuyvesant Ave., Irvington, N. J.
Phone ES. 2-8433
E. M. Laning, B. Sc., Manager.

Molnar Laboratories
Clinical Studies Research Bacteriology
New Drugs Analysis Legal Testimony
211 East 19th St. New York, N.Y.
GRamercy 5-1030

Munch, James C., Ph.D.
Consultant and Laboratory Service
New and Old Drugs
Bioassays
Pharmacology
Clinical Studies
Special attention to Priorities Problems
306 South 69th St. Upper Darby, Pa.

Orthmann Laboratories, Inc.
AUG. C. ORTHMANN, Director.
Specialists in Leather and Allied Industries.
Consulting, Analytical and Research
647 W. Virginia Street, Milwaukee, Wis.

John E. Raisch & Co.
OFFICIAL and LICENSED WEIGHERS, SAMPLERS and INSPECTORS, CARGO SUPERVISORS and CONTROLLERS.
Licensed by N. Y. Cotton, N. Y. Cocoa, N. Y. Coffee and Sugar, Commodity and N. Y. Produce Exchanges.
15 Moore Street New York, N. Y.
Tel. BO. 9—4644-4645

Leather - Tanning Materials - Furs
SAMPLING, ANALYSES, RESEARCH, CONSULTATION FOR LEATHER, FUR AND ALLIED TRADES
THE REED-BLAIR LABORATORIES
143-148 West 20th Street New York
Tel. CHelsea 2-3520—21

SCHWARZ LABORATORIES, Inc.
Analysts — Biologists — Consultants
BEVERAGES, OILS, FOODS, WATER, VITAMIN DETERMINATIONS
202 East 44th Street New York, N. Y.
MUrray Hill 2-0007

Seil, Putt & Rusby, Inc.
H. A. Seil, Ph. D., Earl B. Putt, Ph. G., B. Sc.
SPR
Analytical and Consulting Chemists
Drugs, Spices, Essential Oils, Flavoring Extracts, Foods, Beverages.
Phone MUrray Hill 3-6368.
16 East 34th St. New York City

Foster D. Snell, Inc.
Our staff of chemists, engineers and bacteriologists with laboratories for analysis, research, physical testing and bacteriology are prepared to render you Every Form of Chemical Service
305 Washington Street Brooklyn, N. Y.

Stillman & Van Siclen, Inc.
Chemical and Testing Engineers
Tests, Inspection and Supervision of Benzol, Toluol, Xylol, Tars, Pitches, Asphalts, Road Oils and all other Coal Tar and Petroleum Products.
Telephone: LOngacre 5-5200-5201
254 W. 31st Street New York, N. Y.

Stillwell & Gladding Established 1868
Analytical and Consulting Chemists
Oils, Soaps, Fats, Paints, Varnishes, Drugs, Gums, Foods, Glycerin, Turpentine, Waxes, Spices, etc.
Member Association Consulting Chemists and Chemical Engineers
130 Cedar Street New York

Roger W. Truesdail, Ph.D., *President* William R. Bergren, Ph.D., *Director of Research*
TRUESDAIL LABORATORIES INC.
Chemists and Bacteriologists
Authentic VITAMIN and PHARMACEUTICAL Assays and Research
620 W. Ave. 26 Los Angeles

Weiss and Downs, Inc.
CONSULTING ENGINEERS
Synthetic Phenol-Benzol, Toluol and other Coal Tar Products
50 East 41st Street, New York, N. Y.

Wiley & Co., Inc.
Analytical and Consulting Chemists
Specializing in analysis of beverages, fertilizers, phosphates, wood pulp, coal and coke, feeding materials, etc.
Calvert and Read Streets, Baltimore, Md.

In these days of exiguous supply of heretofore necessary materials, there is a bigger-than-ever need in all kinds of enterprises for special, expert advice and assistance for the finding of materials which will carry a process or a formula from the heretofore to the now. Perhaps the finding of another process or formula is called for. That sort of thing—finding this-day materials, processes, or formulas—is what the scientific and professional services adjacently offered are to be consulted for.

available. Nominal with producers who have nothing for spot delivery.

Methyl Salicyiate.—One important dealer turning down all new business. Unable to operate on basis of present receipts from makers.

Phenylacetaldehyde.—Fully $5 per pound if available. Hard to find definite offering.

Phenylacetic Acid.—Nothing prompt. Nominally around $1.85 per pound when obtainable.

Phenylethyl Acetate.—Quoted $2.90 per pound without offer. Scarcity abounds.

Phenylpropyl Alcohol.—Few open market lots. Deliveries cost fully $3 to $3.85 per pound, if and when available; usually involve future deliveries.

F.T.C. Order Bans Hay Fever Cure Claims

—Continued from page 4

tion of any advertisement in commerce that respondent W. K. Sterline's "Hay Fever Treatment" or the medicinal preparation "W. K. Sterline's Compound" is a cure or remedy for or possesses any therapeutic value in the treatment of hay fever or will check sneezing and discharging from the nose, and that the respondent W. K. Sterline's "Asthma Treatment" or the medicinal preparations "W. K. Sterline's Compound," "W. K. Sterline's Elixir" or "W. K. Sterline's Korana Powder," when used separately or in any combination, are a cure or remedy for or possess any therapeutic value in the treatment of asthma in excess of affording mild temporary relief, or possess any therapeutic value in the treatment of bronchitis, when bronchitis is associated with asthma, in excess of that furnished by a mild expectorant.

Merrell Co. Buys Loeser Laboratory, Inc.

Cincinnati, Sept. 30, 1941

The William S. Merrell Company, pharmaceutical manufacturer, has acquired the business of Loeser Laboratory, Inc., New York.

Plans call for the continued operation of the business at its present address under the same name by a newly formed subsidiary of the Merrell company. For more than twenty years, the Loeser company has specialized in the manufacture of a complete line of ampules for use by the medical profession.

Thurston Merrell, president of the Merrell company, has been elected president of the Loeser company. Others elected officers of Loeser are Lee Wiltsee, vice president; William J. Ransom, treasurer, and E. A. Joering, secretary.

Continental Lever Interests Run by German Controller

Hermann Goering, as plenipotentiary for the German Four-Year Plan, has appointed Dr. Posse as Reich Commissioner to combine the business control of the Lever Brothers and Unilever concerns and their branches throughout Continental Europe.

The decree makes the reservation that the powers of the Reich Commissioner of the Unilever concern in the occupied Netherlands will be vested in a German executive appointed by him. Until further notice all who have so far been charged with the control of affairs and the representation of Lever Brothers and Unilever and other firms of the combine will hold unchanged and lawful and statutory rights of the commercial control and representation.

Dart Quits Walgreen Drug

Justin W. Dart last week resigned as general manager of the Walgreen Drug Company, Chicago. He joined the company in 1929 as a clerk and was named general manager in 1939. Mr. Dart refused to disclose his future plans.

Trade Briefs

Pepsi-Cola Company plans the erection of a building to house its general offices in Long Island City.

Union Bag & Paper Corporation will increase the daily capacity of the Savannah, Ga., mills from 692 to 1,000 tons of kraft board, paper and bags at a cost of $4,600,000.

Refined Syrup Sales Corporation has acquired one of the world's largest sugar refineries, which is located on the Hudson river in Yonkers. It formerly was owned by the Federal Sugar Corporation.

College of Pharmacy Alumni Association of Columbia University in response to the persistent demand from former graduates of the College, announces the inception of a course in first aid.

Petroleum Products

Paraffin Wax Price Ceiling Subject of Washington Parley —Producers and OPA Scheduled to Meet Oct. 3—Crude Oil Price Advance in Midcontinent Urged

Producers of crude scale and refined paraffin waxes were scheduled to meet last Friday with representatives of the Office of Price Administration to discuss the placing of a price ceiling on those products. The OPA, in requesting the conference, asked that producers bring with them data bearing on the trend of wax prices so far this year.

The market for petroleum products remained active last week, with transportations problems still the main stumbling block. Some materials were very scarce. Naphthas and solvents were in heavy demand. Lighter fractions were mostly strong. White mineral oils were tight.

Pennsylvania crude oil producers were confident last week that the price ceiling on Penn Grade crude oil will be removed as a result of the conference held with representatives of OPA. Decision of the OPA will be given this week. Meanwhile, the clamor for higher prices broke out in the Midcontinent, where Charles F. Roeser, chairman of a district in Texas under Harold L. Ickes, petroleum coordinator, urged that prices be raised to encourage the search for more reserves. Mr. Roeser expressed the opinion that a price raise of 50c. per barrel would be necessary to stimulate "wild-catting."

Solvents and Diluents

Aromatic Naphthas.—Large call. Offerings restricted. Prices firm.

Cleaners' Naphtha.—Heavy demand. Market tighter. No price changes.

Lacquer Diluent.—Very scarce. Offerings light. Demand heavy.

Mineral Spirits.—Steady movement to paint trade. Inquiries brisk. Prices firm.

Rubber Solvent.—Satisfactory demand. Price unchanged.

Stoddard Solvent.—Good call. Quotations stable.

V. M. & P. Naphtha.—Buyers active. Market tight. Prices firm.

Markets at Other Centers

Chicago—Oct. 3

Demand steady, business remains good. Some materials quite hard to find.

Aromatic Naphthas.—Demand active, prices firm.

Cleaners' Naphtha.—Buying good, no price change.

Lacquer Diluent.—Tight position, market steady.

Mineral Spirts.—Good bidding at stable prices.

Rubber Solvent.—Movement fair, prices unchanged.

Stoddard Solvent.—Quiet trade, firm prices.

V. M. & P. Naphtha.—Paint trade demand good.

New Orleans—Oct. 3

Little change in cleaning solvent and V. M. & P. Naphtha. Prices firm.

Cleaning Solvent.—Demand routine; price unchanged.

V. M. & P. Naphtha.—Normal demand; no change in price.

Paraffin Wax

Interest of the paraffin wax trade last Friday was centered on Washington where wax producers conferred with officials of the Office of Price Administration on a possible price ceiling for their product. The producers were asked by the OPA to have with them data on the trend of wax prices since the beginning of the year.

Crude scale parrafin started 1941 quoted at from 2.85c. to 3c. per pound. This was a weak price that within a few weeks dropped to 2½c. The weakness in the market was due to lack of buying interest on the part of civilian consumers. Early in the Spring, however, the government came into the picture for large tonnages of crude wax and the market began to firm up. Civilian users, fearful of a shortage, began to order in large quantities, and as the market tightened the price strengthened.

Currently the quotation is nominal at about 6¼c. per pound with very little available.

Price Changes

Advanced

Oil, lubricating, Pa., cylinder, 600-630 flash, 2c. per gal.

Reduced

None

Market news that may have developed after this report was sent to press will be found on page 4.

San Francisco—Oct. 3

There are no shortages in supplies here, but governmental agencies are exploring the field. No priority issues have been raised, although last week, so important did the government deem the delivery of a diluent for aircraft factory consumption, that issuance of a priority order was contemplated in a specific instance.

Petroleum Thinners.—Brisk throughout.

Lacquer Diluent.—Active.

V. M. & P. Naphthas.—Orders continuous.

Rubber Solvent.—Business holding up well.

Stoddard Solvent.—Seasonal activity has not slackened.

Tulsa—Oct. 3

Seasonal demand continues. Buyers anxious for material.

Cleaners' Naphtha.—Steady call, prices firm.

Stoddard Solvent.—Offerings well absorbed, quotations steady.

V. M. &. P. Naphtha.—Paint manufacturers active, prices strong.

Lacquer Diluent.—Good call, prices unchanged.

Rubber Solvent.—Steady demand, prices firm.

Lighter Fractions

Butane.—Very scarce. Heavy demand. Price strong.

Heptane,—Good call. Offerings normal. No price changes.

Hexane.—Market active. Inquiries brisk. Quotations firm.

Octanes.—Good movement. Prices stable.

Pentanes.—Tightness still developing. Price strong.

Propane.—Very scarce, Heavy demand. Quotations unchanged.

Markets at Other Centers

Chicago—Oct. 3

Business quiet, but tone is healthy. Some materials extremely scarce.

Butane.—Offerings limited, prices strong.

Heptane.—Demand good, prices holding.

Hexane.—Buying brisk, no market change.

Octanes.—Good movement, quotations steady.

Pentanes.—Extensive interest, prices steady.

Propane.—Good demand, prices strong.

Tulsa—Oct. 3

Demand at high level, with offerings limited. Quotations strong.

Butane.—Buyers active, prices firm.

Propane.—Offerings few, quotations strong.

Pentane.—Steady demand, prices steady.

Petrolatums and Waxes

Paraffin.—Crude scale material remained very scarce. Price nominal. Refined grades in good demand.

Petrolatums. — Large call. Prices steady.

White Mineral Oils.—Buying interest extensive. Offerings tight. Prices firm.

Markets at Other Centers

Chicago—Oct. 3

Strong market conditions continue to prevail. Buyers scouring the market for additional quantities. Movement active.

Paraffin.—Extensive demand, prices strong.

Petrolatums.—Good call, no price change.

White Mineral Oils.—Orders good, prices firming.

Tulsa—Oct. 3

Demand for paraffin continues at an unusually high level. Offerings limited.

Paraffin.—Offerings small, quotations firm.

Petrolatums.—Pick up in demand, quotations unchanged.

Fuels and Lubricants

Gasoline. — Good demand. Prices firm.

Kerosene. — Satisfactory call. No price changes.

Lubricating Oils.—Pennsylvania cylinder oil, 600-630 flash, advanced 2c. per gallon to 17c. to 17½c.

Markets at Other Centers

Chicago—Oct. 3

Demand heavy for most products.

Gasoline.—Orders heavy, prices firm.

Kerosene.—Buying fair, market tighter.

Lubricating Oils.—Movement good, prices strong.

New Orleans—Oct. 3

A conservative demand reported in gasoline with quotations unaltered.

Gasoline.—Market normal; price stable.

Kerosene.—Demand slow, price unchanged.

Tulsa—Oct. 3

Gasoline.—Trading quiet, quotations steady.

Kerosene.—Good demand, prices firm.

Lubricants.—Demand brisk, prices being consolidated.

Resale Markets

Second-hand dealings in petroleum products were narrower last week as the main problem remained one of transportation rather than supply. There were reports of resales of certain grades of naphthas but no confirmation of these transactions could be obtained. Crude scale paraffin wax was reported available at about 8c. per pound, but only in small lots. Certain types of petrolatum were reported sold at 2c. per pound higher than producers' prices. Purchases of white mineral oils in the resale market was believed possible at from 5c. to 8c. higher than list.

Me.-Canada Pipeline Builder Gets Eminent Domain Right

OPD Washington Bureau
October 1, 1941

The Portland Pipe Line Company has been granted the right of eminent domain for construction of a line from South Portland, Me., through New Hampshire and Vermont to the international boundry near North Troy, Vt., where it would connect with a line terminating near Montreal.

Petroleum Independents Open Washington Office

OPD Washington Bureau
September 29, 1941

The Independent Petroleum Association of America has established an office here to aid members with priorities problems. I, Dee Campbell, Wichita Falls, Tex., is in charge of the office.

Rohm & Haas Company, Philadelphia, plans an addition to its chemical plant in 8990 Atlantic avenue, South Gate, Calif., at a cost of $19,000.

Sun Oil Company stockholders have approved a proposal amending company's certificate of incorporation eliminating all reference to 100,000 shares of 6 percent, $100 par, preferred stock now retired.

Current prices on petroleum and its products are given in the alphabetical list of prices beginning on page 7

PETROLATUMS and WHITE OILS

Wherever quality talks, Sherwood Products speak for themselves.

SHERWOOD
REFINING COMPANY, INC.
Englewood, N.J. Refinery, Warren, Pa.

Highest quality
NAPHTHENIC ACID
CRESYLIC ACID
VISCOUS OILS
(extremely viscous polymerized hydrocarbons)
CALODORANT
GAS ODORANT
STANDARD OIL COMPANY of CALIFORNIA
225 BUSH STREET, SAN FRANCISCO, CALIFORNIA
CALIFORNIA COMMERCIAL COMPANY, INC.
30 ROCKEFELLER PLAZA, NEW YORK, N. Y.

BULL'S EYE EVERY TIME with PENN-DRAKE
WHITE OILS
PETROLATUM
PENNSYLVANIA REFINING CO.
BUTLER, PA.
Representatives and Stocks in Principal Cities
Makers of Petroleum Sulphonates

TECHNICAL
WHITE OILS
OIL STATES PETROLEUM CO., INC. Woolworth Bldg., New York Plant: Bayonne, N.J.

Industrial Uses of Chemicals and Related Materials

("Where You Can Sell")

Seven-hundred-sixty-sixt-seventh Recapitulative Instalment — Fully Protected by Copyright

(Parenthetical figures are the numbers of patents in the United States or other countries, as designated)

Betabenzoylpropionic Acid

Chemical

New chemical available for experimental use

Butadiene Copolymer

(Continued from September 29 issue)

Paper

Coating agent for—
Paper

(See also "Chemical" and "Mechanical"—many of the applications there listed apply equally to this industry)

Petroleum

(See "Mechanical" and "Plumbing and Pipefitting" for many items which apply to this industry particularly because of the material's resistance to petroleum and its products)

Plumbing and Pipefitting

Construction material for—

Fittings	Tanks
Gaskets	Valves
Packing	Washers
Pipe	

Lining material for—

Fittings	Tanks
Pipe	Valves

Printing

Construction material for—
Printing rollers, blankets, and plates

Rayon

Construction material for—
Bobbins

(See also "Chemical"—many of the applications there listed apply equally to this industry)

Rubber

Synthetic rubber ("Ameripol" type) offering the following properties:—

Abrasion resistance is slightly superior to that of natural rubber under ordinary conditions; at high temperatures and in the presence of oils it maintains its abrasion resistance and thus becomes (it is claimed) superior to natural rubber

Appearance of the crude is similar to an amber-colored, creped rubber

Compoundable to "Ebonite" hardness with 100°F. higher softening point (it is claimed) than is obtainable in natural hard rubber

Compoundable to have the same hardness range as that of natural rubber

Excellent aging resistance

Excellent heat resistance (special compounds are claimed to be outstanding in this respect)

Excellent storage stability

Faint, pleasant odor (special compounds are nearly odorless and tasteless)

Less permeable to gases (it is claimed) than is natural rubber

Minimum tendency to creep after the immediate permanent set is taken from applied loads

No health hazard

Resistance to actions of mineral oil, gasoline, vegetable oils, fats, greases, and paint and ink driers (in contrast, it is claimed to articles made from natural rubber, its products which come into contact with these materials may be made without allowance for loss of tensile strength or for swelling)

Specific gravity of the crude, 1,000

Strength and elasticity varying over a wide range according to compounding; tensile strengths of over 4,000 pounds per square-inch and elongations of over 600 percent are available

Vulcanizable to metals with good adhension

Soap

Construction material for—
Flooring and tires which must resist the chemical action of vegetable oils and greases

Textile

Construction material for—
Spinning cots

(See also "Chemical"—many of the applications there listed apply equally to this industry)

Therapeutic

Construction material in making—
Hospital supplies and drug sundries, such as nipples, douche bags, hot-water bottles, spray devices, pans, gloves, pillows, sheets, sanitary goods, heating pads, cushions, syringes, ice bags, catheters, urinals, trusses, supporters, and innumerable other articles of like application

4-Chlor-6'-brom-7:8-benzoquinolin

Pharmaceutical

Claimed (Brit. 481874) to be—
Useful in destroying blood parasites (malaria), amebae and worm infections

Cuminic Aldehyde

(Aldehido Cominico, Aldehido de Comino, Aldeide Cuminica, Aldehyde Cuminaldehyde, Paraisopropylbenzaldehyde)

Perfume

Compounding agent for various perfume preparations

Compounding agent in making—
Orris, cassia, violet, and hyacinth perfumes

Compounding agent offering following properties—
Aldehyde content, 90%
Colorless liquid
Cumin-like odor

10-Deltadiethylaminoalpha-methylbutylamino-3-ethyl-acridin Dihydrochloride

Pharmaceutical

Claimed (Brit. 441007, 441132, and addition to 363392) as—
New pharmaceutical

Dimethylacetylene

Chemical

Reactant in—
Organic syntheses

Rubber

Starting point (Brit. 507847) in making—
Butadiene with—
Aluminum oxide
Barium hydroxide
Calcium hydroxide
Calcium oxide
Magnesium hydroxide
Magnesium oxide
Potassium hydroxide
Sodium hydroxide

Gasoline Synthesis Residues

(Semisolid, paraffinlike bodies obtained in the German (Fischer-Tropsch) synthesis of gasoline from mixtures of hydrogen and carbon monoxide)

Fats, Oils, and Waxes

Starting point (Brit. 506104) in making—
Synthetic fatty acids suitable for soapmaking and, possibly, edible

Ilmenite

(Black Iron Titanate, Ferrous Titanate, Gleikielite, Menaccanite, Titanic Iron Ore)

(A mineral found in India, United States of America, Canada, Norway, Sweden, the Tyrol, and elsewhere)

Abrasives

Ingredient of—
Abrasive (U.S. 1442773 and 1467590)
Artificial agate (U.S. 1183255)

Building

Raw material in making—
Beton blocks (U.S. 1183255)
Cement (U.S. 1511323)
Marble (artificial) (U.S. 1183255)
Stone (artificial) (U.S. 1183255)

Chemical

Raw material in making—
Iron chloride (U.S. 1325561 and 150158)
Iron fluoride (U.S. 1501587)
Iron hydroxide (U.S. 1501587)
Iron sulphate (U.S. 1489183 and 1489417)
Metatitanic acid (U.S. 1489417 and 1489418)
Potassium fluoride (U.S. 1501587)
Potassium fluosilicate (U.S. 1501587)
Potassium fluotitanite (U.S. 1501587)
Titanium chloride (U.S. 1315011)
Titanium dioxide

Electrical

Raw material in making—
Arc lamp electrodes (U.S. 1151160, 1173005, and 1281796)
Electric light filament (U.S. 1151160)

Metallurgical

Deoxidizing agent (U.S. 1479327) for—
Steel

Lining agent for—
Puddling furnaces

Raw material in making—
Ferrocarbon-titanium (major use)
Ferrochromium alloys
Furnace linings
Zirconium alloys

Paint, Varnish, and Lacquer

Raw material in making—
Titanium dioxide (major use)

Monocetyl Glutarate

Lubricant

Claimed (Brit. 500222) as—
Cutting oil base
High-pressure, thin-film lubricant for incorporation in suitable vehicles (hydrocarbon oils or greases)

Pentachlorometaxylenol

(Additional uses—supplementary to information published in OIL, PAINT AND DRUG REPORTER *April 24, 1939)*

Disinfectant

Inhibitor of—
Bacterial attack
Micro-organism formation
Mold formation

Fur

Eliminator of—
Grain blistering
Hair slips

Preservative in—
Soaking operations

Gum

Preservative for—

Dextrin	Tragacanth
Gum arabic	Other gums

Ink

Preservative for—
Inks

Insecticide and Fungicide

Inhibitor of—
Micro-organism formation
Mildew growth

Leather

Inhibitor of—
Bacterial attack
Grain blistering in soaking operations
Loss of hide substance
Mildewing
Mold formation

Preservative for—
Belting leather
Chrome-tanned leather
Leathers
Leather finishes
Sole leather

Miscellaneous

Inhibitor of—
Bacterial action
Micro-organism formation
Mildewing
Slime formation

Preservative for—

Albumin	Industrial sludges
Blood	Moss
Carbohydrates	Proteins
Flaxseed	Starch
Industrial pastes	

Paint, Varnish, and Lacquer

Ingredient of—
Fungiproof coatings

Preservative for—

Distempers	Water paints
Paints	

Paper

Preservative for—

Finishes	Sizes

Rubber

Preservative for—
Latex

Textile

Inhibitor of—
Bacterial action
Micro-organism formation
Mildewing
Mold formation

Preservative for—

Dextrin	Sizings
Fabrics	Starch
Finishes	

Wood

Preservative for—

Wood	Wood products

Sodium Cetanesulphonate

Miscellaneous

Dispersing agent
Emulsifying agent
Leveling agent
Penetrating agent
Scouring agent

Textile

Dispersing, emulsifying, leveling, penetrating, and scouring agent in—
Bleaching processes
Boiling operations
Coating processes
Degreasing operations
Degumming fibers
Dyeing operations
Kier boiling
Mercerizing
Scouring fibers
Sizing processes
Soaking processes
Washing operations

Sulphur Hexafluoride

Agriculture

Fumigant against—
Corn-infesting insects (reported to be completely harmless to warm-blooded animals)

Zein

(Additional uses—supplementary to information published in OIL, PAINT AND DRUG REPORTER *June 2, 1941)*

Adhesives

Resinous base for—
Adhesive compositions

Miscellaneous

Base material in making—

Films	Synthetic fibers

Paper

Base material in making—
Coatings for paper packaging, containers, and the like

Try Some Reallocations; Consult:—

Uses and Applications of Chemicals and Related Materials

A cloth-bound book of 665 pages (6 x 9) containing information similar to that above on 5,167 materials

$10; postage paid in U.S.: 39c. postage elsewhere

Fertilizer Materials

Demand for Feed Materials Remains Very Active—Chicago Blood Sharply Higher — Hoofmeal and Cottonseed Meal Up —Sulphate of Ammonia Output Down in August

The demand for feed materials continued to buoy the organics end of the market last week. Prices of most feed products were showing strength, although the only substantial change was a sharp advance in dried blood at Chicago. Only other changes during the week were in hoofmeal and cottonseed meal. Other products were firm or stronger.

The situation in regard to chemicals was unchanged. Nitrate of soda was in good demand and moving well. Prices will be re-scheduled at the end of this month. Potash salts were tight. This situation will be relieved somewhat by 10,000 bags of muriate of potash which arrived in this city last week from Africa. Sulphate of ammonia was unchanged, with little available in the open market. August production of sulphate totaled 124,836,859 pounds, against 125,170,349 in July. Stocks on August 31 were 86,028,181 pounds, compared with 79,909,837 on July 31.

Nitrogenates

Ammonia Phosphate.—Little available. Nominal.

Castor Pomace.—Domestic steady. Fair demand. No imported.

Dried Blood.—Very strong and in heavy demand. Price at Chicago advanced 45c. per unit to $4.75.

Fish Scrap.—Fishing season drawing to close. Demand good. Prices firm.

Hoofmeal.—Routine demand. Price steady.

Nitrogenous Material.—Tight. Scarce in Midwest. Price nominal.

Nitrate of Soda.—Good interest. Price steady.

Sulphate of Ammonia.—Tight. Good demand. Price firm.

Tankage. — Good feed demand. Prices firm and unchanged.

Potashes

Continued good movement on contract. New business encountering difficulty. Stocks not overly large. Tightness developing in some quarters. Prices firm and unchanged.

Phosphates

Bone Materials.—Continued good interest reported. Market firm.

Phosphate Rock.—Steady shipments noted. Demand fairly large. Prices firm.

Superphosphate.—Active inquiries. Shortage of acid continued to plague producers. Prices steady.

Sulphur and Pyrites

Movement of crude sulphur was maintained at high levels. Inquiries remained brisk. Prices steady. Stocks were believed ample to fill usual needs of the fertilizer trade.

Price Changes

Advanced

Blood, dried, dom., 45c. per unit, f.o.b. Chi.
Cottonseed meal, 8%, $1.50 per ton, Southeast mills.
Hoofmeal, 17%-18%, 5c. per unit, f.o.b. Chi.

Reduced

None

Comparative Values

Index numbers compiled from four typical fertilizer materials, on the basis of 100 for August 1, 1914, compare as follows:—

Last week.	Prev. week.	Last month.	Last year.
70.6	70.6	70.2	67.0

Market news that may have developed after this report was sent to press will be found on page 4.

Markets at Other Centers

Atlanta—Oct. 3

Most fertilizer materials in strong position. Cottonseed meal is moving to a higher level after a sudden drop.

Superphosphate.—58c. per unit, interior producing points.

Nitrate of Soda.—$30 per ton, ports, bulk.

Sulphate of Ammonia.—$29 per ton, ports; $28, ovens.

Cottonseed Meal—8 percent grade, $41 per ton; Southeast.

Tankage.—Fertilizer grade $3.75 and 10c.; high grade $5.50 and 10c., Chicago.

Blood.—$4.75 per unit, Chicago.

Baltimore—October 3

Fertilizer materials continue to display a degree of firmness that may be taken as an indication of sharing with other commodities in an increase in volume of sales.

Fish Scrap.—Appears headed for advances. Transactions during the past week at $4.75 per unit-ton.

Tankage.—Quotations holding at around $5 and 10c. per unit-ton.

Dried Blood.—Market quiet, with sellers asking $4.25 per unit-ton.

Superphosphate.—Price still held at $9.50 per ton for run-of-pile, at $10 for 16 percent milled and screened stocks. Inquiry active.

Chicago—Oct. 3

Strong market conditions persist in fertilizer materials. Blood is moving well. Tankage is in good market position. Bone materials are subject to continuing extensive interest.

Blood.—Principal grade, $4.75 per unit.

Tankage.—High grade, $5.50 and 10c.; hoof meal, $2.95 to $3; liquid stick, $2.40 to $2.50.

Bone Materials.—Ground, steamed bone. 1¼ and 60 percent, $40 to $42; 3 and 50 percent, $39 to $40; 4½ and 50 percent, $39 to $40; grinding hoofs, pigs' toes and waste horn materials, $40 to $42.50; cattle jaws, skulls and knuckles, $40 to $45; pork cracklings, soft pressed, $57.50 to $60; pork cracklings, soft pressed, $55 to $57.50; hard pressed cracklings, per unit of protein, $1.15 to $1.20.

San Francisco—Oct. 3

Tightness in most crude fertilizer materials is noted with the feeding trade accounting for firmness in all organics. Supplies of sulphate of ammonia and ammonia phosphate are sold out.

Nitrate of Soda.—Buying active. 100-pound bags, $33 per ton, ex-vessel or warehouse, 167-pound bags, $32.40. Bulk, $30.

Superphosphate.—Domestic, 83c. per unit in bulk, f.o.b. San Francisco. Bags, 99c.

Fish Meal.—Steady. San Francisco Bay area production, 67 percent protein, $71 per ton, Monterey, 65 percent protein, $69.

Tankage.—Dry-rendered, ground, 50 percent, $55 per ton, f.o.b. cars; 55 percent, $60. Unground, domestic, dry-rendered, 90c. per unit of protein, f.o.b. cars, South San Francisco.

Dried Blood

Fertilizer manufacturers were expressing concern last week over the rapidly rising price of dried blood, occasioned by active buying by the feed trade. On Friday, blood was quoted at $4.25 per unit at New York, $4.75 at Chicago and $4.15 for the imported. These prices were almost double those in force at the beginning of 1941, when quotations were $2.40 per unit at New York, $2.50 at Chicago and $2.45 for imported. At current levels blood was almost out of the picture as far as use in fertilizer is concerned.

A more cheerful factor in the dried blood situation, however, is the sharply higher volume of imports. In the first six months of 1941 imports totaled 7,474 tons, compared with 3,430 tons in the similar period last year. Total imports in 1940 were 11,635 tons, against 13,847 in 1939. Indications are that 1941 imports will equal if not surpass those of 1939.

Current prices on fertilizer materials are given in the alphabetical list of prices beginning on page 7

Association meetings:—

Ass'n of Officials Agricultural Chemists, Washington, Oct. 27-29.
American Society of Agronomy, Washington, Nov. 12-14.
National Fertilizer Ass'n, Atlanta, Ga., Nov. 17-19.

Washington Talks It Over

—Continued from page 5

but a plausible one is not hard to find. All three concerns are of German parentage, to say the least, and I.G. Chemie has long been considered an alter ego for the German I.G. Farbenindustrie. On its face, the proposed purchase would have severed Swiss control, but apparently the department figured the deal would simply defrost these shares and consolidate the activities of a couple of important organizations that at least used to be rather closely tied up with German interests.

Pipeline Politics

A lot of politics is being played with and around the projected 1,500-mile crude oil pipeline which may or may not be built from Texas to the New York area. SPAB won't say yes or no to a steel allocation except that the line can't be made—entirely—with pipe welded from the type of plates used for ships. This week it ignored Ickes's frantic request for consideration on the ground that somebody first must figure how many pounds of valves and fittings might be needed. Major oil companies say they don't want to build the line, but will if the government asks—but they are telling the Department of Justice that it is vitally necessary and can't be built unless the D. of J. calls off its Elkins act "rebate" suits.

The majors say they will build, own, and operate the line at a loss rather than let the government get into the oil business; but the RFC has allocated $65,000,000 to finance it under a tentative contract that some say makes it a government line for all practical purposes. Now comes the whisper the oil companies cooked up a deal with Super-Banker Jesse Jones to use this contract as a club to get bank financing at cheaper rates. And while Ickes screams that the line must be built at once for defense purposes, the President has not used his authority under the Cole bill—rushed through Congress for that express purpose—to proclaim that the line is a defense necessity, even though such might have some influence on SPAB. Somebody is having pipe dreams.

Brand Warns Against Agricultural Boom

Biloxi, Miss., Oct. 3, 1941

Fertilizer industry representatives and State agricultural workers met here today in the annual Mississippi Fertilizer Conference to discuss fertilizer grades and defense emergency problems. Commissioner of Agriculture Corley outlined fertilizer needs and grades for 1942. Charles J. Brand, executive secretary and treasurer of the National Fertilizer Association, Washington, in his talk on "War and Postwar Problems," warned against the repetition of the disastrous agricultural boom of the World War. The World War, Mr. Brand said, was responsible for an expansion of between 30,000,000 and 40,000,000 acres of crops, and gave American agriculture an unhealthy boom that lasted from 1916 to 1921, he recalled.

Potash Salts Deliveries For Six Months Reported

The American Potash Institute announces that deliveries of agricultural potash by the four major producing companies within the continental United States, Canada, Cuba, Puerto Rico, and Hawaii during the second quarter of the calendar year, 1941, amounted to 85,147 tons of actual K_2O, equivalent to 153,372 tons of potash salts. Constituting this total were 126,271 tons of muriate, 16,238 tons of manure salts, and 10,863 tons of sulphate. In addition, deliveries for chemical uses amounted to 17,405 tons of salts equivalent to 10,791 tons of K_2O. These figures include salts of domestic origin only.

Based on import records of the Bureau of Foreign and Domestic Commerce, potash imports in the form of chloride and sulphate salts during the second quarter amounted to approximately 4,290 short tons of K_2O. For the first half of 1941 deliveries of agricultural K_2O amounted to 192,995 tons, equivalent to 345,884 tons of potash salts, consisting of 289,267 tons muriate; 26,216 tons manure salts, and 30,401 tons sulphate.

FERTILIZER MATERIALS
Domestic — Import — Export
FRANK R. JACKLE
405 Lexington Ave., New York
Telephone: MU 9-9188
Cable Address: "JACKLECO"

★ Domestic SULPHATE OF AMMONIA
MADE IN U.S.A.
THE BARRETT COMPANY
40 RECTOR ST., NEW YORK
AND AMMONIA LIQUOR

CRUDE SULPHUR
99½% PURE
Free From
ARSENIC, SELENIUM AND TELLURIUM
TEXAS GULF SULPHUR COMPANY
(INCORPORATED)
75 East 45th St., New York City
Deposits and Plants: Newgulf and Long Point, Texas

Shipping Information

All matter under this head fully protected by copyright

Imports at U. S. Ports

New York Imports

ACID, TARTARIC—85 bbls, Kerr Ellis Corp, Buenos Aires
300 bbls, Eximport of America
200 bbls, Eximport of America
200 bbls, Atlantic Freighting Co

ACONITE ROOT—28 bls, S B Penick & Co

ALMOND KERNELS—515 bgs, Mitchel Co

ANISE—100 bgs, Levy & Levis Co
100 bgs, Brown Bros-Harrimann Co
200 bgs, Sterling National Bank Trust Co
200 bgs, National City Bank
100 bgs, Segal Brokerage Co

STAR—100 bgs, E Meer & Co
50 bgs, Knickerbocker Mills Co

ANNATTO SEED—30 bgs, Guayaquil

ANTIMONY ORE—167 bgs, Watson, Geach & Co, Arica
420 bgs, Watson, Geach & Co, Arica
639 bgs, Banco Minero de Bolivar, Antofagasta
380 bgs, Banco Minero de Bolivar, Antofagasta
435 bgs, Watson, Geach & Co, Mollendo

APRICOT KERNELS — 298 bgs, Morteza Khosrovschahi

ASBESTOS—2,000 bgs, Johns-Manville Corp

BALSAM—19 cs, Pan American Export & Import Agency, Cristobal

BEEF EXTRACT—25 cs, International Product Corp, Buenos Aires

BISMUTH LEAD—24 bxs, Cerro de Pasco Copper Co, Callao

BRISTLES—5 cs, M Broverman & Son
25 cs, H Rosenhirsch & Co
30 cs, Chase National Bank
60 cs, Universal Trading Corp
25 cs, F H Cone & Co
43 cs, Universal Trading Corp
50 cs, A A Krejtman

CALCIUM TARTRATE — 568 bgs, Charles Pfizer & Co, Buenos Aires

CANARY SEED — 1,120 bgs, Bunge North American Grain Co, Buenos Aires
1,300 bgs, H H Parker, Buenos Aires
423 bgs, A G Dunn, Buenos Aires
834 bgs, Buenos Aires
334 bgs, John Clark & Co, Buenos Aires

CASEIN—417 bgs, H S Cramer & Co, Buenos Aires
417 bgs, American British Chemical Supplies, Buenos Aires

CASSIA—100 bls, A G Dunn
300 bls, Arnhold & Co
50 bls, Jewett & Sherman
40 bls, Kane Import Corp
10 bls, Kane Import Corp
300 bls, A G Dunn
250 bls, A G Dunn
50 bls, Geo Uhe Co
200 bls, A G Dunn
100 bls, Segal Brokerage Co

BROKEN—30 bls, Archibald & Kendall
50 bls, Wm Archibald
50 bls, A G Dunn
25 bls, Kane Import Corp
50 bls, A G Dunn
100 bls, A G Dunn
100 bls, Segal Brokerage Co
100 bls, A G Dunn
15 bls, Archibald & Kendall

BUDS—25 bls, Continental Spice Co
50 bls, Segal Brokerage Co

CHIPS—20 bls, Archibald & Kendall

ROLLS—300 bls, Wah Young Co
100 bls, A G Dunn
100 bls, A G Dunn
200 bls, A G Dunn
400 bls, A G Dunn
525 bls, A G Dunn

CASSAVA FLOUR—2,000 bgs, Java American Export Co, Santos
1,000 bgs, Santos
2,000 bgs, Java American Export Co, Santos

CASTOR BEANS—2,547 bgs, Baker Castor Oil Co, Santos
10,186 bgs, Baker Castor Oil Co, Santos
2,000 bgs, Baker Castor Oil Co, Santos
1,590 bgs, Baker Castor Oil Co, Santos
500 bgs, Baker Castor Oil Co, Santos
5,850 bgs, Baker Castor Oil Co, Ceara
1,650 bgs, Baker Castor Oil Co, Ceara
3,300 bgs, Baker Castor Oil Co, Ceara

CHILLIES—69 bgs, Brazilian Warrant Co

CINNAMON QUILLS—50 bls, I Harrison & Whitney
50 bls, C M Sillevoldt
100 bls, E S Klinko
100 bls, I Harrison & Whitney
100 bls, C M Sillevoldt
100 bls, I Harrison & Whitney
100 bls, Volkart Bros
730 bls, Volkart Bros

CLOVES—100 bls, Geo Uhe Co
500 bls, Greene Trading Co
200 bls, A G Dunn
250 bls, Dodge & Olcott Co
50 bls, Geo Uhe Co
200 bls, Greene Trading Co
300 bls, A G Dunn
100 bls, Avery F Payne Co
40 bls, Juarez Mercantile Co
150 bls
100 bls, Greene Trading Co

COCOA BEANS—2,500 bgs, W Bartholomew & Co, Ceara
1,000 bgs, General Cocoa Co, Ceara
1,000 bgs, Middleton & Co, Ceara
500 bgs, J Henry Schroeder Banking Corp, Ceara
1,500 bgs, Bank of London South America, Ceara
1,000 bgs, Bankers Trust Co, Ceara
2,500 bgs, W Bartholomew & Co, Ceara
1,000 bgs, General Cocoa Co, Ceara
1,000 bgs, Middleton & Co, Ceara
1,000 bgs, W Bartholomew & Co, Ceara
1,500 bgs, Ceara
500 bgs, J Henry Schroeder Banking Corp, Ceara
2,000 bgs, W Bartholomew, Ceara
1,000 bgs, General Cocoa Co, Ceara
1,000 bgs, Middleton & Co, Ceara
1,000 bgs, J Henry Schroeder Banking Co, Ceara
1,000 bgs, J Henry Schroeder Banking Co, Ceara
250 bgs, A Canale, Guayaquil
250 bgs, Guayaquil
500 bgs, W R Grace & Co, Guayaquil
363 bgs, Wessel Kulenkampf & Co
380 bgs, Wessel Kulenkampf & Co

COCOABUTTER—25 cs, Pan American Trade & Development Co, Rio Janeiro

COCONUT DESIC—566 cs, Philippine Desic Coconut Corp
1,110 bgs, Philippine Desic Coconut Corp
300 cs, Dodwell & Co
600 cs, Philip Levy
1,211 cs, Wood & Selick
476 cs, Philippine Desic Coconut Corp
250 cs, Philip Levy
117 cs, Balfour, Guthrie & Co
322 cs, Durkee Famous Food
463 bgs, Balfour, Guthrie & Co
446 bgs, Durkee Famous Food
828 cs, Durkee Famous Food
168 cs, Philippine Desic Coconut Corp
1,201 bgs, Durkee Famous Food
961 cs, Durkee Famous Food
179 bgs, Durkee Famous Food
330 bgs, Philippine Desic Coconut Corp
2,795 bgs, General Food Sales Corp
320 cs, Durkee Famous Food
1,129 bgs, Durkee Famous Food
130 bgs, Philippine Desic Coconut Corp
160 cs, Philippine Desic Coconut Corp
1,000 bgs, General Food Sales Corp
447 cs, Philippine Desic Coconut Corp
910 bgs, Philippine Desic Coconut Corp
255 cs, Philippine Desic Coconut Corp
429 bgs, Philippine Desic Coconut Corp
270 cartons, Wood & Selick
1,085 bgs, Wood & Selick
1,685 pkgs, General Food Sales Corp
285 bgs, Wood & Selick
3,250 bgs, General Food Sales Corp
276 cs, Balfour, Guthrie & Co
760 bgs, General Food Sales Corp
942 bgs, Balfour, Guthrie & Co
1,430 pkgs, Durkee Famous Food
1,005 pkgs, Philippine Desic Coconut Corp

COCONUT SHELL CHARCOAL—28 bgs, National Carbon Co
1,036 bgs, General Food Sales Corp

CODLIVER MEAL—400 bgs, Canada

CONCENTRATES—225 dms, Mines Product Corp, San Antonio

COPPER CONC—1,375 bgs, South American Metal Co, San Antonio

CORK—145 bls, Atlantic Freighting Corp
163 bls, Cork Import Co
138 bls, Armstrong Cork Co
9 bls, F B Vandegrift & Co
44 bls, United Fruit Co

BOARDS—139 crates, Atlantic Freighting Corp

DISCS—50 bls, United Fruit Co

SHAVINGS—1,642 bls, Mundet Cork Corp
475 bls, Mundet Cork Corp

VIRGIN—286 bls, Mundet Cork Corp
485 bls, Mundet Cork Corp
500 bls, Mundet Cork Corp
600 bls, Mundet Cork Corp
300 bls, Mundet Cork Corp

WASTE—1,938 bls, Mundet Cork Corp
605 bls, Mundet Cork Corp
962 bls, Consolidated Cork Corp
508 bls, Consolidated Cork Corp
200 bls, Mundet Cork Corp
463 bls, Baldwin Universal Co
341 bls, Baldwin Universal Co
598 bls, Baldwin Universal Co
100 bls, Mundet Cork Corp
282 bls, Jaune Sennfelt

WOOD—673 bls, Mundet Cork Corp

COTTON LINTERS — 277 bls, Kanders Struber Co, Santos
199 bls, Kanders Struber Co, Santos
467 bls, Kanders Struber Co, Santos
71 bls, Swift & Co, Santos
218 bls, West Texas Cotton Oil Co, Santos
87 bls, Santos
244 bls, Santos
798 bls, Santos
90 bls, Williamson Product Co, Santos
250 bls, National Shawmut Bank, Santos
175 bls, Santos
37 bls, Williamson Product Co, Santos
67 bls, Williamson Product Co, Santos
26 bls, Callao
374 bls, Woburn Trading Corp, Buenos Aires
169 bls, Woburn Trading Corp, Buenos Aires
539 bls, Santos
853 bls, Santos
580 bls, Santos
102 bls, Philadelphia National Bank, Santos
295 bls, Santos
873 bls, Santos
581 bls, Heyman & Co, Buenos Aires
655 bls, Heyman & Co, Buenos Aires

COTTONSEED MEAL—6,522 bgs, Ashcraft-Wilkinson Co, Santos

CREAM TARTAR—200 bbls, Nylos Trading Co

CUMIN SEED—1,064 bgs, Morteza Khosrovschahi

CUTTLEFISH BONES—63 cs, Philadelphia National Bank

CYANIDE PRECIP—13 cs, South American Development Co, Guayaquil

DERRIS ROOT—130 bls, John Powell & Co
153 bls, John Powell & Co

DILLSEED—160 bgs, Knickerbocker Mills Co
80 bgs, Levy & Levis Co
300 bgs, C M Van Sillevoldt
160 bgs, Knickerbocker Mills Co
58 bgs, Levy & Levis Co

DRUGS, CRUDE — 29 bgs, Givaudan Delawanna

EGG, WHOLE, SPRAYED—353 cs, London-New York-Shanghai Trust Co
69 cs, London-New York-Shanghai Trust Co

FENNEL SEED — 25 bgs, Eximport of America, Buenos Aires

FISH LIVERS—146 bbls, Guaranty Trust Co

FLAXSEED—Quantity, Bunge North American Grain Co, Buenos Aires
5,471 bgs, 12,036 bu, Bunge North American Grain Co, Buenos Aires
Quantity, Bunge North American Grain Co, Buenos Aires
2,032,000 kilos, 81,280 bu, Buenos Aires
2,762 bgs, 6,076 bu, Buenos Aires
1,036,000 kilos, 51,440 bu, Buenos Aires
935,000 kilos, 37,400 bu, Buenos Aires

GALLS CONC—13 cks, Buenos Aires

GINGER ROOT—200 bgs, B H Old & Co

GLANDS—30 cs, Wilson & Co, Buenos Aires
8 cs, Wilson & Co, Buenos Aires

GLUE—100 bgs, T W Dunn, Montevideo
128 bgs, T W Dunn, Montevideo
400 bgs, Biological Ray Product Co, Santos

BONE—200 bgs, Biological Raw Product Co, Santos
300 bgs, T W Dunn, Santos

SKIN—112 bgs, Biological Raw Product Co, Buenos Aires

GLUESTOCK—195 bls, H Remis & Co, Rio Janeiro
14 bls, Manufacturers Trust Co, Buenos Aires
57 bls, Darmstadt Scott & Courtney, Buenos Aires

GREAVES—1,385 cakes, 4 bgs, Van Iderstine Co, Buenos Aires

GUM ARABIC—760 bgs, Frank Vliet Co, Inc

COPAL—112 bgs, G W S Patterson & Co
67 bgs, O G Innes Corp
134 bgs, Stroock & Wittenberg Corp
54 bgs, O G Innes Corp
117 bgs, Stroock & Wittenberg Corp

DAMMAR—100 cs, Fidelity National Trust Co
100 cs, Chemical Bank Trust Co
150 cs, Chase National Bank
200 cs, Guaranty Trust Co
300 cs, Manufacturers Trust Co
100 cs, Fidelity National Trust Co
300 cs, Irving Trust Co
400 cs, Manufacturers Trust Co

ELEMI—110 cs, Geo W S Patterson & Co
31 cs, W H Scheel

GUAPINOLE—1 bg, Eskrand & Tholand, Pto Limon

KARAYA—58 bgs, S B Penick & Co

LABDAMAN—17 cs, Norda Essential Oil & Chem Co
48 cs, Norda Essential Oil & Chem Co

NESPERO—18 bgs, L H Dreyfus, Cristobal

PERILLA—55 bgs, Chicle Development Co, Barranquilla

SHIRAZ—132 bgs, Morteza Khosrovschalle

TRAGACANTH—414 bgs, Morteza Khosrovschalle

GYPSUM—7,100 tons, United States Gypsum Co, Windsor
2,688 tons, Newark Plaster Co, Windsor

ILMENITE SAND—1,500 tons, C Tennant Sons & Co

IPECAC ROOT—10 bgs, Wessel Duval & Co, Pto Limon

IRON OXIDE—150 bbls, Robinson Wagner Co
125 bbls, Bank of Manhattan
150 bbls, C J Osborn & Co
63 bbls, C B Crystal & Co
75 bbls, J Lee Smith & Co
250 bbls, C K Williams & Co
100 bbls, Reichard Coulston, Inc
125 bbls, C K Williams & Co
190 bbls, C K Williams & Co

KETTLE DROSS—482 bgs, Cerro de Pasco Copper Co, Callao

LAUREL LEAVES—98 bls, Safe Owl Prod, Inc

LIME CITRATE—80 bgs, Neuberg Chemical Corp, Trinidad

LIME JUICE — 1 ck, 1 hhd, Robin Line, Trinidad

LOGWOOD—43 tons, American Dyewood Co, Kingston
37 tons, W & A Leaman, Kingston
11 tons, American Dyewood Co, Kingston

BARK—50 bgs, Peek & Velsor, Kingston

MANGANESE ORE—1,200 long tons, Rio de Janeiro

MANGROVE BARK—2,904 bgs, Chase National Bank

MANIOC FLOUR—1,000 bgs, Simmonds & Gray, Rio de Janeiro
50 bgs, M E Schoen, Rio de Janeiro
1,700 bgs, Java American Export Co, Ceara
1,200 bgs, Java American Export Co, Ceara

MATE—7 cyls, Mackinnon & Coello

MEDICINAL PREPS—7 cs, D C Andrew & Co, Buenos Aires
9 cs, D C Andrew & Co, Buenos Aires
32 cs, D C Andrew & Co, Santos
11 cs, D C Andrew & Co, Rio de Janeiro
10 cs, Atlantic Freighting Co

MICA—74 cs, Holland American Trading Co, Buenos Aires

MINERALS—2,062 bgs, Patino Mines & Enterprise, Antofagasta
16 bxs, Watson, Geach Co, Barranquilla

NUTGALLS—420 bgs, Arnhold & Co
168 bgs, I R Boody Co
168 bgs, Balfour, Guthrie & Co
420 bgs, Arnhold & Co
163 bgs, The Aries Co
253 bgs, The Aries Co

NUX VOMICA—200 bgs, Volkart Bros
560 bgs, Volkart Bros
160 bgs, W P Winter & Co
400 bgs, American Express Co
400 bgs, Volkart Bros

OIL, ANISE—15 dms, P R Dreyer
40 dms, Wilbur Ellis & Co
10 dms, Orbis Product Corp

CAMPHOR—20 dms, Norda Essential Oil & Chem Co

CASSIA—7 dms, Ungerer & Co

CASTOR—10 dms, Santos

CHAULMOOGRA—50 cs, Magnus, Mabee & Reynard
50 cs, Magnus, Mabee & Reynard

CINNAMON BARK—1 cs, Murphy & Beese Co
8 cs, Volkart Bros

CITRONELLA—50 dms, Chase National Bank
18 dms, Givaudan Delawanna
12 dms, Guaranty Trust Co
12 dms, Chase National Bank
57 dms, Guaranty Trust Co
60 dms
29 dms, Guaranty Trust Co

COCONUT—500 tons, Philippine Refining Corp
56 tons, Philippine Refining Corp
1,278 long tons, Philippine Refining Corp
5 tons, Volkart Bros

COD—110 dms, Canada

CODLIVER—500 bbls, Canada

COTTONSEED—270 dms, Bunge North American Grain Co, Buenos Aires

OIL, COTTONSEED, SEMI-REFD—396,074 kilos, Swift Canadian Co, Santos
600,000 kilos, Santos
300,000 kilos, Santos
545,540 kilos, Santos
693,043 kilos, Santos

ESSENTIAL—14 cs, A H Bull & Co
21 cs, Atlantic Freighting Co

FUEL—10,000 bbls, Asiatic Petroleum Corp, Curacao

GRAPESEED CRUDE—270 dms, Bunge North American Grain Co, Buenos Aires

LEMON—20 cs, Banco de Londres & America Del Sud, Montevideo

LEMONGRASS—4 dms, Volkart Bros
9 dms, H P Winter & Co
15 dms, H P Winter & Co
6 dms, Volkart Bros
5 dms, Norda Essential Oil & Chem Co
5 dms, Geo Lueders & Co
5 dms, Dodge & Olcott Co
5 dms, Norda Essential Oil & Chem Co

LIME DIST—2 cs, Ameringen-Haebler, Port Spain
5 dms, Fritsche Bros, Port Spain
3 dms, Barclay Bank, Port Spain
3 dms, Polaks Frutal Works, Port Spain
5 dms, Dodge & Olcott Co, Port Spain
11 dms, Fritsche Bros, Port Spain
11 dms, Dodge & Olcott Co, Port Spain
2 cs, Port Spain

LINSEED, RAW—100 dms, Gillespie & Co, Buenos Aires

OITICICA—2 dms, Rutger Bleecker & Co, Ceara
Quantity, Brasil Oiticica, Inc, Ceara
50 dms, Murray Oil Product Co, Ceara
410,000 kilos, Brasil Oiticica, Inc, Ceara

OLIVE—25 cs, Importing Corp, Callao

ORANGE—25 cs, Bank of London South America, Buenos Aires
4 dms, Biological Raw Product Co, Santos
22 cs, Fritsche Bros, Santos
1 cs, Tupman Thurlow Co, Santos
1 drum, Dodge & Olcott Co, Kingston
7 cs, Geo Lueders & Co, Kingston
2 dms, Dodge & Olcott Co, Kingston

PETITGRAIN—25 cs, Ungerer & Co, Buenos Aires
20 dms, Ungerer & Co, Buenos Aires
6 dms, Fritzsche Bros, Buenos Aires

SASSAFRAS—5 dms, Bayonne Co, Rio de Janeiro

SHARK LIVER—2 cs, R Hermandez, Barranquilla

SUNFLOWER SEED—392 dms, Furness, Withy & Co, Buenos Aires

TANGERINE—1 cs, Bank of London-South America, Buenos Aires

THYME—18 dms, Norda Essential Oil & Chem Co

YLANG YLANG — 1 cs, Givaudan Delawanna
2 cs, Van Amerigen Haebler

PAPRIKA—200 bgs
80 bgs, Acme Bros
100 bgs

PERFUME, SYNTH—26 cs, Rohner, Gehrig & Co
5 cs, Schain Hermanos

PETROLEUM, CRUDE—74,771 bbls, Gulf Oil Corp, Las Piedras

PIMENTO—200 bgs, O Gerdau Co, Kingston
200 bgs, A G Dunn, Kingston
200 bgs, R T French Co, Kingston
50 bgs, Frank Tea & Spice Co, Kingston
150 bgs, Kachurin Drug Co, Kingston
100 bgs, W E Martin, Kingston
100 bgs, O Gerdau Co, Kingston
50 bgs, E S Klinko, Kingston
50 bgs, E F Leveen Co, Kingston
280 bgs, United Fruit Co, Kingston
50 bgs, Gillespie & Co, Kingston

PORCELLANITE—1 keg, Asiatic Petroleum Corp, Trinidad

PYRETHRUM FLOWERS — 125 bls, S B Penick & Co
250 bls, McLaughlin, Gormley & King
125 bls, S B Penick & Co
60 bls, Dodge & Olcott Co
135 bls, John Powell & Co
40 bls, Dodge & Olcott Co

QUARTZ — 29 bgs, American Cyanamid & Chem Co, Montevideo

QUASSIA CHIPS—400 bgs, R J Prentiss & Co, Kingston

QUEBRACHO EXTRACT—670 bgs, International Product Corp, Buenos Aires
800 bgs, International Product Corp, Buenos Aires
400 bgs, International Product Corp, Buenos Aires
850 bgs, International Product Corp, Buenos Aires
2,900 bgs, International Product Corp, Buenos Aires
1,000 bgs, International Product Corp, Buenos Aires
2,177 bgs, Tannin Corp, Buenos Aires

RAPESEED—560 bgs, Bunge North American Grain Co, Buenos Aires

ROCK CRYSTAL—17 cs, Milton Snedeker & Co, Rio de Janeiro
18 cs, Pan American Trade Development Co, Rio de Janeiro
1 cs, Rio de Janeiro
4 cs, Oswald Landau, Rio de Janeiro

SAGE LEAVES—115 bls, B H Old & Co
75 bls
225 bls, Kachurin Drug Co
175 bls, Kachurin Drug Co

SESAME SEED—280 bgs, Levy & Levis Co

SHARK LIVERS—16 cs, R Hermandez, Barranquilla

SHELLAC—1,000 bgs, Mac Lac Co
200 bgs, H W Peabody & Co
200 bgs, Wm Zinsser & Co
100 bgs, Cornelis & Suhr
200 bgs, Schwab Bros
290 bgs, A Hurst & Co
50 bgs, E Meer Co
500 bgs, E E Androvette
1,405 bgs, Ralli Bros
300 bgs, Mac Lac Co
200 bgs, Schwab Bros
515 bgs, A Hurst & Co
200 bgs, Ralli Bros
500 bgs, Mac Lac Co
550 bgs, A Hurst & Co
300 bgs, Mac Lac Co
1,000 bgs, A Hurst & Co
350 bgs, Ralli Bros
140 bgs, Ralli Bros
15 cs, A Hurst & Co
500 bgs, Mac Lac Co
600 bgs, E E Androvette

BUTTON LAC—50 bgs, A Hurst & Co

SEEDLAC — 200 bgs, Gillespie, Rogers, Pyatt Co
200 bgs, Ding & Schuster
300 bgs, Schwab Bros

YOU, too, should have your imports listed here for the information of OPD readers—it costs you nothing.
Mail lists of arrivals promptly and regularly, or telephone them — REctor 2-9820.

SHELLAC, SEEDLAC—400 bgs, Mantrose Corp
200 bgs, H W Peabody & Co
200 bgs, Lind, Mayer & Co
200 bgs, Wm Zinsser & Co
200 bgs, Cornelis & Suhr
200 bgs, Mac Lac Co
700 bgs, Ralli Bros
300 bgs, Gillespie, Rogers, Pyatt Co
300 bgs, Ding & Schuster
300 bgs, Schwab Bros
700 bgs, Mantrose Corp
200 bgs, Lind, Mayer & Co
700 bgs, Wm Zinsser & Co
300 bgs, Cornelis & Suhr
300 bgs, Ralli Bros
450 bgs, Schwab Bros
325 bgs, Mantrose Corp
300 bgs, Wm Zinsser & Co
300 bgs, Schwab Bros
400 bgs, Mantrose Corp
200 bgs, Ralli Bros
500 bgs, Mantrose Corp
300 bgs, Gillespie, Rogers, Pyatt Co
50 bgs, E E Androvette
SODA NITRATE—49,767 bgs, Chilean Nitrate Sales Corp, Taltal
59,907 bgs, Chilean Nitrate Sales Corp, Iquique
TALC—2,058 bgs, Heyman & Co
TANKAGE—2,000 bgs, Armour & Co, Buenos Aires
999 bgs, Weaver & Hugi, Buenos Aires
3,000 bgs, Van Iderstine Co, Buenos Aires
TARA—201 bgs, W R Grace & Co, Callao
TARTAR—885 bgs, Charles Pfizer & Co
97 bgs, Charles Pfizer & Co
THYME LEAVES—55 bls, National City Bank
76 bls, A G Dunn
94 bls, Knickerbocker Mills Co
129 bls, Knickerbocker Mills Co
TIN AND WOLFRAM ORE—224 bgs, Banco Minero de Bolivar, Arica
TOLU BALSAM—25 cs, C E Griffin, Barranquilla
38 cs, I Mezralie, Barranquilla
10 cs, Barranquilla
TONKA BEANS—1 pkge, South Atlantic Trading Co, La Guaira
563 cks, Guaranty Trust Co, Pto Cabello
8 cks, Kennedy Butcher & Co, Trinidad
TURMERIC FINGERS—80 bgs, Bingham & Co
VANADIUM ORE—3,758 bgs, Vanadium Co of America, Callao
WATTLE BARK—322 bls, Tannin Corp
WAX, BAYBERRY—50 bgs, D Steengrafe, Buenaventura
BEES—87 bgs, Duncan Fox & Co, Valparaiso
159 bgs, Duncan Fox & Co, Valparaiso
76 bgs, Duncan Fox & Co, Valparaiso
80 bgs, Duncan Fox & Co, Valparaiso
32 bgs, Van Norden & Archbold
48 bgs, E A Bromond Co
CARNAUBA—10 bgs, Pratt & Drake, Rio Janeiro
56 bgs, W R Grace & Co, Rio Janeiro
56 bgs, Smith & Nichols, Ceara
112 bgs, Wm M Allison & Co, Ceara
56 W R Grace & Co, Ceara
56 bgs, American Cyanamid & Chem Co, Ceara
CRUDE—40 bgs, Alberto Ubbelohde, Inc, Buenos Aires
OURICURY—60 bgs, Agro Import & Export Co, Bahia
88 bgs, Wm M Allison & Co, Brazil
WINE LEES—485 bgs, Chemical Bank Trust Co, Buenos Aires
WOLFRAM ORE—572 bgs, Wah Chang Trading Corp, Antofagasta
200 bgs, Wah Chang Trading Corp, Antofagasta
500 bgs, Wah Chang Trading Corp, Antofagasta
164 bgs
ZIRCON ORE—2,000 bgs, Foote Mineral Co, Cochin

New York Transit Imports

ANISE—50 bls, Los Angeles
CASSIA—100 bls, S L Jones & Co, to San Francisco
BROKEN—50 bls, S L Jones & Co, to San Francisco
28 bls, to Los Angeles
BUDS—50 bls, Stickney & Poor Spice Co, to Boston
COCONUT, DESIC—150 bgs, Philippine Desic Coconut Corp, to Boston
50 cs, Philippine Desic Coconut Corp, to Boston
630 bgs, Wood & Selick, to Boston
415 cs, Balfour, Guthrie & Co, to Boston
467 bgs, Balfour, Guthrie & Co, to Boston
1,000 cs, Philip Levy, to Bridgeport
2,999 cs, General Food Sales Corp, to Bridgeport
270 cs, Balfour, Guthrie & Co, to Savannah
100 cs, Balfour, Guthrie & Co, to New Orleans
150 bgs, Philippine Desic Coconut Corp, to Chicago
101 cs, Philippine Desic Coconut Corp, to Chicago
470 cs, Philippine Desic Coconut Corp, to Los Angeles
485 pkgs, General Food Sales Corp, to Los Angeles
423 pkgs, Durkee Famous Food, to Los Angeles
445 pkgs, Philippine Desic Coconut Corp, to Los Angeles
300 cs, Volkart Bros, Montreal
COTTON LINTERS — 869 bls, West Texas Cotton Oil Co, Santos, Houston
96 bls, West Texas Cotton Oil Co, Santos, Houston
311 bls, New England Waste Co, Buenos Aires, Boston
COTTON LINTERS—228 bls, New England Waste Co, Buenos Aires, Boston
100 bls, New England Waste Co, Santos, Boston
COTTONSEED MEAL — 4,000 bgs, West Texas Cotton Oil Co, Santos, Houston
DILLSEED—80 bgs, Stickney Poor & Spice Co, to Boston
320 bgs, Sokol & Co, to Chicago
GLANDS, PORK THYROID—6 cs, Parke, Davis & Co, Buenos Aires, Detroit
MANGROVE BARK — 811 bgs, Guaranty Trust Co, to Norfolk
MATE—1 cs, B B Burns, Buenos Aires, Chicago
REF'D — 7 cyls, Mackinnon & Coello, Buenos Aires, Moline, Ill
MEDICINAL PREP—5 cs, T Stearns & Co, Buenos Aires, Detroit
OIL, COTTONSEED, SEMI-REF'D—383,474 kilos, West Texas Cotton Oil Co, Santos, Houston
507,828 kilos, West Texas Cotton Oil Co, Santos, Houston
PEANUT—250 tons, Pacific Vegetable Oil Corp, to San Francisco
SPERM — 50 dms, First National Bank, Talcahuano, Boston
TEASEED—75 dms, Pacific Vegetable Oil Corp, to San Francisco
PAPAIN—49 cs, American Ferment Co, to Buffalo
16 cs, American Ferment Co, to Buffalo
PEPPER—25 tons, Volkart Bros, to Montreal
QUEBRACHO EXTRACT—4,116 bgs, American Tanners, Inc, Buenos Aires, Boston
SHELLAC, SEEDLAC—50 bgs, The Parks Co, to Boston
150 bgs, The Parks Co, to Boston
200 bgs, The Parks Co, to Boston
150 bgs, The Parks Co, to Boston
SOAPSTOCK—127 bbls, Texas Cotton Oil Co, Buenos Aires, Houston
TEAWASTE—2,000 bgs, Citro Chem Co, to Maywood
WATTLE BARK EXTRACT—276 bls, Tannin Corp, to Norfolk
WAX, BEES—150 bgs, to Montreal
71 bgs, to Montreal
2 bgs, to Montreal

Baltimore Imports

CHROME ORE—3,900 tons, Bethlehem Steel Co, Pastelillo
4,500 tons, Nehoue Bay, N C
FERROMANGANESE—2,501 tons, Workington
IRON ORE—5,900 tons, Bethlehem Steel Co, Felton
7,300 tons, Bethlehem Steel Co, Rio de Janeiro
22,500 tons, Bethlehem Steel Co, Cruz Grande
PYRITES—5,469 tons, Huelva
KYANITE ORE—924 tons, Calcutta
MANGANESE ORE—1,400 tons, Calcutta
3,900 tons, Bethlehem Steel Co, Santiago
2,550 tons, Bethlehem Steel Co, Rio de Janeiro
3,801 tons, Coquimbo
OIL, FUEL—65,803 bbls, Standard Oil Co N J, Aruba
72,276 bbls, Standard Oil Co N J, Caripito
6,685 bbls, Standard Oil Co N J, Guiria
76,000 bbls, Standard Oil Co N J, Aruba
56,438 bbls, Standard Oil Co N J, Las Piedras
PETROLEUM, CRUDE—99,786 bbls, Standard Oil Co N J, Las Piedras
ZINC CONCENTRATES—4,852 tons, Santa Fe
2,145 tons, Buenos Aires
4,370 tons, Callao

New Orleans Imports

COCONUTS—27 tons, Puerto Cortes
14 tons, Belize
GUM, CHICLE—31 tons, Belize

Philadelphia Imports

BAUXITE ORE—2,011 tons, Port of Spain, Trinidad
CASSIA—100 bls, Bank of California National Association, Hongkong
CHROME ORE—4,000 tons, Moa
3,900 tons, Pastelillo
5,000 tons, Beira
COCONUT, DESIC—250 cs, Balfour, Guthrie & Co, Manila
MAGNESITE ORE—1 cs, Rio de Janeiro
MANGANESE ORE—2,500 tons, Bahia
4,500 tons, Antilla
MOLASSES—1,868,703 gls, Publicker Alcohol Corp, Manopla and Cienfuegos
1,409,430 gls, E I du Pont de Nemours & Co, Jucaro
440,915 gls, Publicker Alcohol Corp, Banes
OIL, COCONUT—555 tons, Manila
PETROLEUM, CRUDE—124,069 bbls, Gulf Oil Corp, Puerto La Cruz
127,219 bbls, Gulf Oil Corp, Puerto la Cruz
126,044 bbls, Gulf Oil Corp, Puerto la Cruz
77,000 bbls, Sinclair Navigation Co, Tuxpan
95,000 bbls, Atlantic Refining Co, Las Piedras
81,079 bbls, Gulf Oil Corp, Puerto la Cruz
118,000 bbls, Atlantic Refining Co, Las Piedras
104,000 bbls, Sinclair Navigation Co, Tampico
87,000 bbls, Sinclair Navigation Co, Tuxpan
QUEBRACHO EXTRACT—36,793 bgs, The Tannin Corp, Buenos Aires
WATTLE BARK EXTRACT—1,975 bgs, The Tannin Corp, Mombasa

Exports from U. S. Ports

Baltimore Exports

ASPHALT—176,563 lbs, Santos
CLAY, FIRE—10,000 lbs, Buenos Aires
LEAD ARSENATE—22,080 lbs, Santos
LITHOPONE—49,934 lbs, Buenos Aires
SODA, CAUSTIC—45,500 lbs, Santos
SUPERPHOSPHATE—98 tons, Rio de Janeiro
UREA—40,000 lbs, Rio de Janeiro

New Orleans Exports

ALUMINA SULPHATE—167 tons, Vera Cruz
CELLULOSE FILM—13 tons, Vera Cruz
CLAY, COMMON—27 tons, Puerto Limon
FERTILIZING MATERIAL—34 tons, Vera Cruz
GASOLINE—24 tons, Bluefields
GREASE—6 tons, Ceiba
KEROSENE—24 tons, Bluefields; 43 tons, Cristobal
LARD—19 tons, Cristobal; 18 tons, Puerto Limon; 140 tons, Havana
OIL, DIESEL—64 tons, Puerto Cabezas; 106 tons, Ceiba
FUEL—205 tons, Ceiba
LINSEED—106 tons, Havana
LUBRICATING—9 tons, Puerto Cabezas
NAPHTHA—5 tons, Colon
PARAFFIN—65 tons, Cristobal; 68 tons, Cartagena; 13 tons, Puerto Barrios; 23 tons, West Coast South America; 28 tons, Vera Cruz
ROSIN—61 tons, Cristobal; 65 tons, Havana
SALT—358 tons, Havana
SODA, CAUSTIC—231 tons, Vera Cruz; 49 tons, Havana
CYANIDE—54 tons, Puerto Cabezas
STEARIN—6 tons, Vera Cruz
SULPHUR, ROLL—37 tons, Puerto Barrios

Philadelphia Exports

OIL (LUBRICATING)—449 cs and 40 dms, Para; 398 dms and 1,140 cs, Pernambuco; 668 dms and 436 cs, Pernambuco
SODA CAUSTIC—143 dms, Para

Coastwise Shipments

Los Angeles Coast Trade

GASOLINE—16,555 bbls, San Diego; 78,858 bbls, Seattle; 4,217 bbls, Portland; 38,243 bbls, Portland; 10,337 bbls, Portland; 10,824 bbls, San Diego; 51,601 bbls, Portland; 59,600 bbls, 12,604 bbls, Oleum; 1,916 bbls, San Diego; 542 bbls, San Diego; 1,904 bbls, San Diego; 3,900 bbls, San Diego; 61,571 bbls, Portland; 23,305 bbls, Stockton; 13,703 bbls, Stockton
OIL, DIESEL—2,155 bbls, San Diego; 8,000 bbls, San Diego; 6,886 bbls, Seattle; 16,000 bbls, Portland; 6,649 bbls, Oleum; 10,240 bbls, Portland; 719 bbls, San Diego; 12,201 bbls, Portland
FUEL—64,410 bbls, Avon; 18,020 bbls, San Diego; 12,633 bbls, San Diego; 46,943 bbls., San Diego; 24,837 bbls, Richmond; 33,029 bbls, Oleum; 58,618 bbls, Portland; 26,605 bbls, Seattle; 42,212 bbls, Seattle; 80,033 bbls, Portland; 18,632 bbls, San Diego; 68,808 bbls, Portland
FURNACE—4,468 bbls, Portland; 4,184 bbls, Portland; 2,269 bbls, Portland
ROAD—18,992 bbls, Portland

Imports Detained

Detentions recently effected at various ports by United States authorities on determination by the Food and Drug Administration that products offered for import were adulterated or misbranded under the Federal food and drug and cosmetic act, or did not comply with other customs regulations, included the following articles for the reason stated:—

New York

Week Ended October 1

Caraway seed, 63 bags; filthy.
Cassia oil, 20 drums; not U.S.P.
Cod oil, 110 drums; restricted use.
Ergot, 40 cases; not U.S.P.
Medicinal preparations, 2 packages; new drug.
Medicinal preparations, 1 parcel; new drug; not properly labeled.
Medicinal preparations, 1 parcel; dangerous drug; not properly labeled.
Shark liver oil, 96 barrels, 15 drums; restricted use.

Boston

Week Ended October 1

Cod oil, 14,231 gallons; restricted use.
Medicinal preparation, 1 parcel; new drug.

Buffalo

Week Ended October 1

Medicinal preparation, 1 parcel; new drug.

Denver

Two Weeks Ended September 25

Marjoram, crude, 3,000 pounds; excessive stems; omission of mandatory labeling.
Medicinal, 2 pieces; dangerous drug; unlabeled.
Medicinal, 1 piece; omission of mandatory labeling.
Marjoram, crude, 3,022 pounds; excessive stems and stones, omission of mandatory labeling.

Los Angeles

Two Weeks Ended September 25

Chili peppers, dry, 7,235 pounds; filthy.
Peppers, dried, 24 pounds; filthy.

Philadelphia

Week Ended October 1

Cocoa beans, 285 bags; water-damaged.

San Francisco

Two Weeks Ended September 25

Ginger root (2 shipments), 35,220 pounds; filthy.
Medicinals (2 shipments), 1,600 pieces; false therapeutic claims.

Information Specialists Wanted by U.S.

—*Continued from page* 3

paper, national magazine, news or information service, or governmental agency. For the radio option, experience is required in educational or informational radio work, including the preparation of radio manuscript and the broadcasting of radio programs. For all the positions, applicants may substitute study in a residence educational institution above high-school grade for part of the experience. No written test will be given but applicants will be rated on their education, experience, and corroborative evidence. In connection with the radio option a voice test may be required of eligibles.

Applications must be on file with the commission's Washington office not later than October 23. Further information about the examination and application forms may be obtained from the commission's representative at any first-class or second-class post office or from the central office in Washington.

F.T.C. Order Hits Federal Yeast Corp.

OPD Washington Bureau
September 30, 1941

Federal Yeast Corporation, Colgate-Highlandtown, Baltimore, has been ordered by the Federal Trade Commission to cease and desist from price discrimination in violation of the Robinson-Patman act.

The respondent is ordered to cease and desist from discrimination in prices between different purchasers of bakers' yeast of like grade and quality where the effect of such discrimination may be substantially to lessen competition or to injure, destroy or prevent competition, unless the differential in price in any such discrimination makes only due allowance for differences in the cost of manufacture, sale or delivery resulting from differing methods or quantities in which such commodities are sold or delivered to purchasers.

Bids Wanted

—*Continued from page* 4

Calcium Hypochlorite:—5,000 pounds; Quartermaster Supply Officer, San Antonio General Depot, Ft. Sam Houston, Tex.; invitation 503-69, opening October 9.
Carbon Dioxide:—76,000 pounds; Chemical Warfare Service, Edgewood Arsenal, Md.; invitation 23, opening October 6.
Chlorine, Liquid:—91,000 pounds; General Purchasing Officer, Panama Canal; Washington, schedule 5579, opening October 13.
7,000 pounds; Purchasing and Contracting Officer, Quartermasters Office, Langley Field, Va.; invitation 481-23, opening October 9.
Cottonseed Oil:—184,800 pounds for San Diego, Calif.; Bureau of Supplies and Accounts, Navy Department, Washington, schedule 8849, opening October 15.
Cutting Oil:—6,000 gallons; Commanding Officer, Rock Island Arsenal, Ill.; circular 831, opening October 11.
Dibutyiphthalate:—169,000 pounds; Commanding Officer, Picatinny Arsenal, N. J.; procurement 622, opening October 9.
Diphenylamine:—60,000 pounds; Commanding Officer, Picatinny Arsenal, N. J.; procurement 649, opening October 13.
Ferrous Sulphate:—20,000 pounds; Commanding Officer, Picatinny Arsenal, N. J.; procurement 629, opening October 9.
Monomethylpara-aminophenol Sulphate:—2,500 pounds; Procurement Division, Treasury Dept., Washington, invitation 1012-S3, opening October 6.
Neatsfoot Oil:—1,500 gallons; Depot Quartermaster, Marine Corps, 1100 S. Broad street, Philadelphia; schedule 626, opening October 9.
Silver Nitrate:—2,100 ounces for Mare Island; Bureau of Supplies and Accounts, Navy Department, Washington; schedule 8902, opening October 23.
Sodium Carbonate:—3,750 pounds; Procurement Division, Treasury Department, Washington; invitation 1015-S3, opening October 6.
Sperm Oil:—6,000 gallons; Depot Quartermaster, Marine Corps, 1100 S. Broad street, Philadelphia; schedule 626, opening October 9.
Sulphuric Acid:—100,000 pounds; Commanding Officer, Picatinny Arsenal, N. J.; procurement 677, opening October 15.
Trichlorethylene:—20,000 gallons; for Norfolk, Va., and Mare Island, Calif.; Bureau of Supplies and Accounts, Navy Department, Washington; schedule 8900, opening October 23.

Defense Contracts Recently Awarded

Chemicals, oils, drugs, and related products required in connection with the program for national defense have recently been contracted for by the army and other governmental agencies as follows:—

Army Medical Corps

Ammonium Carbonate, Chloral Hydrate, Etc.:—$14,048, Merck & Co., Rahway, N. J.
Blood Grouping Serum:—$32,400, Lederle Laboratories, Inc., New York.
Caffeine Citrate:—$13,540, Merck & Co., Rahway, N. J.
Iodine Swabs:—$14,737.50, Handy Pad Supply Company, Worcester, Mass.
Tetanus Toxoid:—$26,000, E. R. Squibb & Sons, New York.
Thyroid:—$22,137.50, Eli Lilly & Co., Indianapolis, Ind.

Army Ordnance

Aluminum Oxide Compound:—$6,800 Carborundum Company, Niagara Falls, N. Y.
Black Powder:—$1,160, E. I. duPont de Nemours & Co., Wilmington, Del.
Carbon Tetrachloride:—$21,900, Dow Chemical Company, Midland, Mich.
Cutting Oil:—$2,821.50, Socony-Vacuum Oil Company, New York.
Enamel and Thinner:—$4,410, H. B. Davis Company, Baltimore.
Lard Oil:—$2,150, Independent Manufacturing Company, Philadelphia.
Lard Oil, Sulphur Base:—$1,317, P. L. Welsh, Davenport, Iowa.
Oil:—$1,123, Sinclair Refining Company, New York.
Paraffin Oil:—$1,800, Motolene Company, Long Island City, N. Y.
Shell Cleaning Compound:—$3,764.88, Apex Alkali Products Company, Upper Darby, Pa.

Business Wants and Offers

Minimum rate (up to 36 words), without display, $2.00 per insertion; 25c for each additional 6 words
Payable in advance at 59 John Street, New York

Agencies Wanted

ESTABLISHED CINCINNATI firm covering part of Ohio and Kentucky would be interested in representing actual producers of chemicals, pigments, colors or other raw materials. Box 383, Oil, Paint and Drug Reporter.

DO YOU WANT New England representation? Manufacturers' representative contacting paint, varnish, lacquer, chemical, soap, oil, and food manufacturers in the six New England States desires additional principals. Box 385, Oil, Paint and Drug Reporter.

Equipment Offered

ELECTRIC CRANE, 10 ton, 32 feet, 3 inches, fully equipped with electric motors, and in excellent condition. Can not be used because of fire hazards in lacquer plant. United Lacquer Mfg. Corp., Linden, New Jersey.

FOR SALE: Two used high side 2-roll Raymond mills with two No. 11 Raymond exhaust fans, with accessories and connecting piping. Inspection Mobile, Alabama. Pan-American Shell Corporation, Mobile, Alabama.

IMMEDIATE SHIPMENT: 12 inch aluminum filter press; Sharples No. 6 clarifier, monel bowl; Ertel center screw, 20 disc filter, Ertel 8 stem vacuum filler; Pfaudler 1700 gal. tank; Shriver 18 inch and 24 inch filter presses; Ferguson automatic packaging machine; sifters and mixers to 800 lbs. capacity; cabinet dryers. What have you for sale? Machinery & Equipment Corporation, 59 E. 4 street, New York City.

FOR SALE:—Two 6x8 ft. pebble mills, 16x40 roller mills, 12x30 roller mills, 9x24 roller mills, 15 to 40-gallon pony mixers, lead mixers. Sell us your surplus equipment. Irving Barcan Company, 30 Church street, New York City.

Equipment Offered

SHARPLES SUPER centrifuge type S-124-1-J. Maximum bowl speed 15,000 r.p.m. Box 386, Oil, Paint and Drug Reporter.

FOR SALE:—3 12x32 Day 5-roller mills, motor driven; pony mixers, 8 to 80 gals.; 3 Kent 8-in. lab., and 5 Ross, 26-in. stone mills with iron mill feeds; pebble mills, lab. to 700 gals.; Day jumbo 700 and 1,250 gals. jacketed mixers; 30 filter presses, 12 in. to 36 in.; powder mixers, 100 to 2,000 lbs.; W. & P. mixers, lab. to 200 gals.; copper and aluminum kettles, 10 to 250 gals.; dryers; Sweetland filters, etc. Send for complete bulletins. Brill Equipment Corporation, 183 Varick street, New York City.

FOR IMMEDIATE SHIPMENT: — Two W.&P. jack mixers, 150 gal.; pebble and ball mills, lab. to 700 gals.; jar mills, 1 to 15 gal.; 2 truck atmos. dryer; Stokes 2½x8 rotary dryer; 3x8 ft. rotary steam tube dryer; vacuum shelf dryers; Sharples No. 6 super centrifuge; DeLaval No. 700 centrifuge; paste mixers; powder mixers, up to 3,000 lbs.; rotex sifters, five filter presses 32 in. sq.; also 12 in. to 48 in. sq.; No. 7 and 10 Sweetland filters; 12x30 and 16x40 in. 3 roll mills; stone mills 16 in. to 36 in., with hoppers; Raymond mills No. 00, 0 and 1; jack. agit. vac. stills; kettles and tanks; vacuum pumps, crushers and pulverizers, centrifugals, tablet machines, disc filters, iron mills; portable agitators; rotary and centrifugal pumps; powder and paste fillers; bottle fillers and washers. Only partial listing. Write for complete bulletins. We buy your surplus machinery. Stein Equipment Corp., 426 Broome street, New York City.

FIND what you want right in New York City. Pony mixers, post mixers, Day sifter-mixers, portable mixers, revolvators, jacketed kettles, tanks, three-roller mills, dough mixers. Storms - Harvey Equipment Company, 123 Bleecker street. SPring 7-8955.

Equipment Wanted

WANTED—Our expansion program requires additional equipment. We need iron and wood filter presses, jacketed kettles, mixer, pulverizer, dryer, etc. No. dealers. Send your offerings to Box 388, Oil, Paint and Drug Reporter.

Factories Offered

ONE FLOOR, 22,350 sq. ft., modern concrete fireproof sprinklered building, light on four sides, steam. Unrestricted district in Manhattan, out of congested area. The R. L. Kraft Company, Woolworth Building. COrtland 7-9377.

Materials Wanted

WILL PURCHASE your surplus and discontinued lots of chemicals, oils, waxes, dyes, intermediates, dry colors, greases, metals and other raw materials and by-products. Also entire plants. Consult inventory and plant superintendent. Barclay Chemical Co., Inc., 75 Varick street, New York. Telephone WAlker 5-4250.

Positions Wanted

PHARMACIST, registered, 36, Protestant, with hospital, manufacturing and store experience, is interested in any fair proposition in New York or vicinity. BOX 376, Oil, Paint and Drug Reporter.

ASSISTANT PURCHASING agent desires to change position. Age 32. American. Seven years industrial experience procuring factory supplies and raw materials. Familiar with chemicals and dyestuffs. Single. Go anywhere. Best of references from present employer. Box 382, Oil, Paint and Drug Reporter.

Positions Wanted

PAINT-VARNISH salesman with years of experience and established trade in Brooklyn and Queens among leading jobbers, retail paint stores, industrial trade, etc., wishes connection with first class manufacturing concern. Commission basis. Box 384, Oil, Paint and Drug Reporter.

Processes Wanted

CHEMICAL CONCERN interested in hearing from parties having new developments in synthetic waxes, oils, chemicals, etc. Write fully. Box 387, Oil, Paint and Drug Reporter.

Property Offered

BUSINESS PROPERTY — Manhattan — 154 Reade street, butter, cheese, egg district. Completely renovated, four stories, elevator; excellent condition, basement refrigerated. Androvette, 277 Water street, or own broker.

Services Offered

CHEMIST and chemical engineers—If you are now unemployed send your complete chronological record of education and experience to Chemist Advisory Council, Room 811, 60 East 42nd street, New York City.

Surplus Stock

CHECK INVENTORIES! We purchase any quantity surplus chemicals, colors, pigments, oils, waxes, drugs, pharmaceuticals, and all basic raw materials, as well as by-products, residues and wastes of all kinds. Entire plants bought. Eastern Color & Chemical Co., 143 Nassau street, New York City. COrtlandt 7-7441.

SO YOU CAN'T GET THAT MACHINE!

So your front office is hounding you, pounding for production. Well, please don't take it for granted that you CAN'T get that piece of equipment at once just because the maker may be 16 weeks behind. FMC is your reserve source for good guaranteed rebuilt units that not only save you TIME but money. A post card, letter or wire brings you immediate detailed information. What are you seeking?

Dryers

Buffalo Foundry and Machine Co. — Vacuum Drum, 5'x12', C. I. with all auxiliaries.
Buffalo Foundry and Machine Co. — Vacuum Shelf, 20 shelves, 60"x80".
Devine — Vacuum Shelf—13, and 17 shelves, 59"x78".
Rotary Vacuum Atmospheric Dryers.

Evaporators

Buffalo Foundry and Machine Co.—C. I. double effect, RC type, Zaremba all copper double effect, 6' diameter Zaremba Still, double effect, 6' with salt filters.

Expellers

Anderson, No. 1's and Duo.

Filters

Sweetland, Nos. 1, 2, 5, 10.
Oliver, 3'x1' and larger to 8' diameter.
Alsop, Ertel, Scientific Disc type Filter, 2 to 12 discs with pump, motor, etc.
International, Kiefer, U. S. Bottlers, Seitz, Pulp and Paper, Mono and Multiple plate Filters.

Filterpresses

Sperry 42", 57 plates, center feed, recessed and open delivery.
Shriver, Johnson, 30" and 24" center feed, open delivery, 35 recessed plates.
Sperry 18", P & F, top corner feed and open delivery, 24 plates and 25 frames forming 1" cake.
FMC, 12" Wood P & F type open or closed delivery.

Extractors

Tolhurst, 40" solid monel basket suspended type, for motor drive with 7½ H. P. vertical motor.
Sharples, No. 6 Centrifugal M4 PIT type for motor driven steel bowls.
DeLaval Separators, Nos. 202, 600, motor driven.

Mills

Abbe, porcelain lined, 30"-36" and 72" diameters.
Thropp, silex lined, 7'x6".
Raymond 2 roll high side roller mill.
Raymond No. 0 to No. 0000 Pulverizers.
American Sprout Waldron Attrition Mills.
Day, Mead Munson beater type Mills.
Gruendler, Jay-Bee, Williams, and other Hammermills.
Hercules Cutter for meat grinding.
Abbe Ball and Jewell Mills, Mitts Merrill and other Rotary Cutters, Hogs, etc.

Mixers

W & P, 150 gals., double arm.
W & P jacketed Mixer Vacuum, type, 100 gals., as last mentioned.
W & P, Day and Reed Double arm jacketed and plain Mixers.
Day, Robinson, Eureka, from 50-2000 pounds Horizontal Mixer.

Pebble Mills, Ball Mills, Tablet Machines, Mixers, Jacketed and Unjacketed, Hydraulic Presses, Crushers, Autoclaves and other Chemical Equipment.

FULL DESCRIPTIONS AND QUOTATIONS ON REQUEST

FIRST MACHINERY CORPORATION
GUARANTEED EQUIPMENT — LIQUIDATORS APPRAISERS
EAST 9th ST. and EAST RIVER DRIVE — GRamercy 7-6622 Cable: "EFFEMCY" — NEW YORK, N.Y.
SEND FOR COMPLETE CATALOG

The Utmost in Service

LARGE STOCK — QUICK DELIVERY
MONEY SAVING

SPECIAL ITEMS FROM STOCK

4—4 ft. x 6 ft. Iron Oliver Filters.
8—2,000 lbs., 1,200 lbs., 800 lbs. Dry Powder Mixers.
2—Devine 5 ft. by 33 ft. Rotary Vacuum Dryers; other smaller sizes.
1—Oates 10 ft. copper Calandria Pan; other Vacuum Pans, 50 to 500 gals.
12—Ball Mills, 10 gals. to 500 gals.
7—3-Roller Mills, up to 16 by 40.
1—W. & P. Vacuum Mixer, 100 gals. other W. & P., 2 gals. to 2,000 gals.
1—450 gal. Nickel jacketed Kettle,

CLOSING OUT
Machinery and Equipment of Drug, Food and Chemical Mfr.
Located at Buffalo, N. Y.

Send for Printed Circular Listing: Complete Coffee Dept.; Packaging Units; Stokes 90-C Auto. Tube Filler, Closer, Clipper; Dry Powder Mixers; Rotary Labeler; Percolators; Copper Tanks, Glass Lined Tanks; Soap Chip Dryer; Jacketed Kettles; Grinders; Pulverizers; Suppository and Lipstick Molds; Pumps. Attractive Price on Quick Action.

Don't Forget our Regular Stock of the Finest Rebuilt Machinery and Equipment—Send for Complete Lists

CONSOLIDATED PRODUCTS CO., Inc.
13-18 Park Row - - New York, N. Y.
SHOPS, 335 Doremus Avenue, Newark, N. J.

Toronto Production Club Hears Conquergood

Toronto, Sept. 29, 1941

The September meeting of the Toronto Paint and Varnish Production Club was held jointly with the Toronto Paint, Oil and Lacquer Association. Principal speaker was C. R. Conquergood, of the Canada Printing Ink Company, whose topic was the use of "Kodachrome." Frank Steele was elected assistant secretary, replacing Emerson Lyons, now in the air force.

Warren C. Hutchins has been appointed manager of sales of the General Electric special products section of the industrial department of General Electric Company, Schenectady, N. Y.

Oil Tankcar Availability Reaffirmed at 20,000

—Continued from page 3

"wantonly and maliciously deceived" the committee in stating that there were 20,000 idle tankcars which could be used to wipe out the entire potential shortage of petroleum products on the East coast. Mr. Pelley, Mr. Ickes asserted, "has shown that he is willing to sacrifice the safety and security of his own country for the base purpose of preventing transportation facilities that could undersell his railroads."

Mr. Pelley reiterated his statements that 20,000 tankcars are still available for use in transporting petroleum products to the East, and denied Mr. Ickes' charges that he had attempted to block the construction of the proposed pipeline.

Frank B. Russell, president of the Louisville Plate Glass Company, Louisville, Ky., has recently turned over to the U. S. Coast Guard, his $15,000 cruiser, which will be used in the defense program.

Ault & Wiborg Corporation's Cincinnati plant was slightly damaged recently by the explosion of a varnish reducing tank which killed two employees and seriously burned four others.

Index to Advertisements

Acme Steel Drum Co. 60
Advance Solvents & Chemical Corp. —
Alabama Charcoal Co. 36
Alexander, Jerome 78
Alkydol Laboratories, Inc. —
Allied Asphalt & Mineral Corp. —
American Agricultural Chemical Co. —
American British Chem. Supplies, Inc. 36
American Can Co. —
American Cyanamid & Chemical Corp. —
American Firstoline Corp. 59
American Flange & Mfg. Co. —
American Potash & Chemical Corp. —
American Resinous Products Corp. 66
Anderson-Prichard Oil Corp. —
Angus, W. W., Inc. —
Ansbacher-Siegle Corp. —
Apex Chemical Co., Inc. —
Association of Consulting Chemists and Chemical Engineers, Inc. 78
Atlantic Coast Fisheries Co. 72
Atlantic Refining Co. —
Atlas Powder Co. 72

Baker Castor Oil Co. 57
Baker, J. T., Chemical Co. 1
Barber Asphalt Co. —
Barium & Chemicals, Inc. 36
Barium Reduction Corp. 34
Barrett Company 38, 81
Bay State Chemical Co. 66
Bemis Bro. Bag Co. —
Benzol Products Co. 72
Berk, F. W., & Co., Inc. 58
Binney & Smith Co. —
Brighton Copper Works 65
Brode Corp., The 68
Bromund, E. A., Co. 69
Bureau of Chemistry 78
Burke, Edw. S. —
Bush Pan-America, Ltd. 77
Bush, W. J., & Co., Inc. 77

Calco Chemical Division 64
Calif. Fruit Growers Exchange —
Capital City Products Co. —
Carbide & Carbon Chemicals Corp. —
Carey, The Philip, Co. 72
Chemical Industries, Exposition of —
Chemical Solvents, C.P., Inc. 86
Chilean Nitrate Sales Corp. —
Church & Dwight Co. 86
Coastwise Petroleum Co. —
Coca-Cola Co. 53
Colgate-Palmolive-Peet Co. 73
Colledge, E. W., General Sales Agent —
Colton, Arthur, Co. —
Columbia Chemical Division —
Commercial Solvents Corp. 20
Compania Cubana de Alcohol S.A. 78
Connor, A. P., & Company 45
Consolidated Products Co., Inc. 84
Consumers Import Co., Inc. 57
Continental Can Co. 19
Coupe, Robert A. 34
Cowles Detergent Co. —
Crown Can Co. —
Darling & Co. 69
Day Chemical Company 78
Desert Chemical Company 37
Diamond Alkali Co. 35
Dickhart, W. H. 78
Dodge & Olcott Co. 61
Doggett, Stanley, Inc. —
Douglass Sulphur Co. —
Dow Chemical Co. 9
Dunkel, Paul A., & Co., Inc. —
Du Pont de Nemours, E. I., & Co., Inc. 1
Durez Plastics & Chemicals, Inc. 30
Eastman Kodak Co. —
Edwal Laboratories, Inc. —
Eelsingh & Lugtigheid 69
Ehrlich, J. 78
Ellis-Foster Co. 78
Emery Industries, Inc. 67
Enequist Chemical Co. 36
Faesy & Besthoff, Inc. —
Felton Chemical Co., Inc. 62
Fezandie & Sperrie —
First Machinery Corp. 84
Food Research Laboratories, Inc. 78
Frank-Vliet Co., Inc. 76
Franks Chemical Products Co. 65
Freeport Sulphur Co. —
Fritzsche Bros., Inc. 66, 76
Fulton Bag & Cotton Mills —
Gartenberg, H., & Co. 41
General Chemical Co. —
General Drug Co. 21
General Electric Co. 31
Gesell, R., Inc. 63
Givaudan-Delawanna, Inc. —
Golwynne Chemical Corp. 16
Gray, William S., & Co. 1
Gray Industrial Laboratories 78
Greeff, R. W., & Co. 73
Gross, A., & Co. 67
Gruman, J. B., Co. —
Gunning & Gunning 73
Hallowell, Horace J. 78
Hardesty, W. C., Co., Inc. 67
Harshaw Chemical Co. —
Heekin Can Co. —
Heyden Chemical Corp. —
Holt, C. J., Co., Inc. 78
Hooker Electrochemical Co. 28
Hopkins, J. L., & Co. 75
House of Wallace —
Huisking, Chas. L., & Co. 49
Hummel Chemical Co., Inc. 73
Hutchinson, D. W., & Co., Inc. 77
Imperial Paper & Color Corp. —
Independent Mfg. Co. 68
Industrial Consulting Labs., Inc. 78
Inland Alkaloid Co. —
Innis, Speiden & Co. —
International Pulp Co. 66
International Selling Corp. —
Irvington Smelting & Refining Works —
Jackle, Frank R. 81
Jones & Laughlin Steel Corp. —
Jungmann & Co., Inc. 72
Kachurin Drug Co. 75
Kelco Co. —
Kellogg, Spencer, & Sons, Inc. 50C
Kentucky Color & Chemical Co. 66
Kessler Chemical Co., Inc. 71
Khosrovschahi, Morteza 76
Knight, B. H. 78
Koppers Company 39
Krebs Pigment & Color Corp. 85
L. & R. Organic Products Co., Inc. 88
Laning, E. M., Co. 78
LaWall & Harrisson 78
Leghorn Trading Co. 72
Lemke, B. L., Fine & Rare Chemicals —
Leonhard, Theodor, Wax Co., Inc. 69
Lilly, Eli, & Company 42
Lueders, George, & Co. —
Magnetic Pigment Co. —
Magnus, Mabee & Reynard, Inc. 46, 47, 77
Mallinckrodt Chemical Works 11
Mann, F. J., Inc. —
Mantrose Corp. —
Marine Magnesium Products Corp. —
Mathieson Alkali Works, Inc. —
McKesson & Robbins, Inc. 71
Menhaden Fish Products Co. —
Mercantile Import & Export Co. 36
Merck & Co., Inc. 6, 50A
Metallurgical Products Co. —
Metasap Chemical Co. —
Meyer, Herman, Drug Co., Inc. 72
Michigan Alkali Co. 34
Millmaster Chemical Co. —
Mills, Zophar, Inc. —
Minnesota Specialty Co. —
Molnar Laboratories 78
Monsanto Chemical Co. 70
Munch, James C. 78
Mutual Chemical Co. of America 41

Napthole, Inc. —
National Aniline & Chemical Co., Inc. —
National Box & Lumber Co. —
National Can Corp. 26, 27
National Lead Co. 15
National Milk Sugar Co. 72
National Rosin Oil & Size Co. —
Natural Products Refining Co. 41
Natvig, Andreas S. 68
Neuberg Chemical Corp. 13
Neville Co. —
New Jersey Zinc Co. 29
N. Y. Quinine & Chemical Works, Inc. 51
Niacet Chemicals Corp. 41
Niagara Alkali Corp. 23

Oil States Petroleum Co., Inc. 79
Oldbury Electro-Chemical Co. —
Oleo Chemical Co. 72
Orbis Products Corp. 76
Orthmann Laboratories, Inc. 78
Osborn, C. J., Co. 66

Pacific Alkali Co. 36
Pacific Coast Borax Co. 1
Pacific Vegetable Oil Corp. 65
Paramet Chemical Corp. 64
Parsons, M. W. 72
Penick, S. B., & Co. 74
Pennsylvania Coal Products Corp. 72
Pennsylvania Industrial Chem. Corp. —
Pennsylvania Refining Corp. 70
Pennsylvania Salt Mfg. Co. 36
Pfaltz & Bauer, Inc. 37
Pfizer, Chas., & Co., Inc. 33
Phelps Dodge Refining Co. 37
Philadelphia Quartz Co. —
Philipp Brothers, Inc. 34
Phosphate Mining Co. 34
Pitman-Moore Company 55
Pittsburgh Plate Glass Co. —
Polachek, Z. H. 78
Potash Co. of America —
Prentiss, R. J., & Co. 76
Prior Chemical Corp. 1
Procter & Gamble 67, 72
Publicker Commercial Alcohol Co. —
Purdy, W. S., Co., Inc. 78
Pure Calcium Products Division —
Purocaine Chemical Co. 58

Raisch, John E., & Co. 78
Reed-Blair Laboratories 78
Reichhold Chemicals, Inc. —
Republic Steel Corp. —
Rheem Mfg. Co. —
Robinson Wagner Co. 60
Rosenthal, H. H., Co., Inc. 86
Rufert Chemical Co. 16

Sadtler, Samuel P., & Son, Inc. 78
St. Joseph Lead Co. —
Schieffelin & Co. 53
Schuylkill Chemical Co. 72
Schwarz Laboratories, Inc. 78
Sell, Putt & Rusby, Inc. 78
Seydel Chemical Co. —
Sharples Chemicals, Inc. 1
Sheffield Bronze & Powder Co. —
Shell Oil Co. —
Sherwood Refining Co., Inc. 79
Silzle, E. A., Corp. —
Skelly Oil Co. —
Smith, Kline & French Labs. 59, 85
Snell, Foster D., Inc. 78
Socony-Vacuum Oil Co., Inc. —
Solvay Sales Corp. 25
Sonneborn, L., Sons, Inc. 86
Southern Acid & Sulphur Co., Inc. 36, 37
Sparkler Mfg. Co. 66
Standard Alcohol Co. —
Standard Brands, Inc. 2
Standard Oil Co. of Calif. 70
Standard Specialty & Tube Co. 76
Standard Synthetics, Inc. 61
Standard Ultramarine Co. —
Stauffer Chemical Co. 36
Stillman & Van Sicien, Inc. 78
Stillwell & Gladding 78
Stroock & Wittenberg Corp. —
Sun Oil Co. —
Taintor Trading Co., Inc. —
Tamms Silica Co., Inc. —
Tar & Chemical Div. of Koppers Co. 39
Tar Residuals, Ltd. 40
Tennessee Corp. 36
Texas Gulf Sulphur Co., Inc. 81
Thompson-Hayward Chemical Co. 36
Thornton, The F. C., Co. —
Thurston & Braidich 76
Titanium Pigment Corp. —
Todd, A. M., Co. —
Tombarel Products Corp. —
Truesdail Laboratories, Inc. 78
Turner, Joseph, & Co. 69
Tuteur & Co., Inc. 72
Union Carbide & Carbon Corp. —
U. S. Industrial Chemicals, Inc. 17, 18
United States Potash Co. —
Vanderbilt, R. T., & Co., Inc. 86
Van Schaack Chemical Works, Inc. 77
Victor Chemical Works 34
Viking Distributing Co. —
Vitro Mfg. Co. —
Vol-U-Meter Co. 65
Wah Chang Trading Corp. 68
Warner Chemical Co. —
Weiss & Downs, Inc. 78
Wet Ground Mica Assn., Inc. —
White Tar Co. of N. J. 39
Wiley & Co., Inc. 78
Will & Baumer Candle Co., Inc. —
Williams, C. K., & Co. 65
Wilson Carbon Co. 31
Wilson-Martin Division 68
Wishnick-Tumpeer, Inc. —
Woburn Degreasing Co. of N. J. 68
Wolf, Jacques, & Co. —
Wood Preserving Corp. 39
Wood Ridge Division 56
Zinsser & Co., Inc. 34
Zophar Mills, Inc. —

MILK SUGAR
(LACTOSE)

Produced at Our Gustine, Cal., Plant

Highest Quality

Powdered Impalpable

Best Prices

"When you think of MILK SUGAR, think of S-K-F"

LARGEST INDEPENDENT PRODUCERS

■

SMITH, KLINE & FRENCH LABORATORIES

Philadelphia, Pa.

A SUGGESTION...

Now that you are burdened with problems resulting from material shortage, let Krebs assist you....

IN WHAT WAY CAN KREBS TECHNICAL SERVICE HELP YOU?

For one thing, the results of ten years of exposure studies are available. These studies, which involve a great diversity of pigment combinations, enable us to predict the results you will obtain when you use new pigment blends of unusual proportions in new formulas.

So, in this period of material shortages when new formulas must be adopted, you can utilize the knowledge Krebs has gained from this long term exposure testing program. Let your Krebs Representative demonstrate the application of his Durability Studies Chart to your problems.

Krebs also maintains a fully equipped paint service laboratory, manned by expert paint technologists, to study various phases of paint formulation of general importance to the industry. In such studies long-time tests are less important than thorough knowledge and complete facilities to obtain quick results.

If you have an important formulating problem today, why not ask the Krebs Representative who calls on you to provide assistance in its solution? He will be glad to help you. Krebs Pigment & Color Corp., 1007 Orange Street, Wilmington, Delaware.

KREBS RESEARCH
KREBS
MEANS PIGMENT PROGRESS

METHANOL (all grades) METHYL ACETONE
CHEMICAL SOLVENTS
Incorporated
11 Park Place Telephone BArclay 7-8615-6-7 New York

White Oil and Petrolatum
FOR ALL PHARMACEUTICAL, COSMETIC and INDUSTRIAL PURPOSES
L. SONNEBORN SONS, INC.
Refiners of White Mineral Oil and Petrolatum — Refineries: Petrolia and Franklin, Pa.
NEW YORK • CHICAGO • BALTIMORE • PHILADELPHIA • LOS ANGELES
Southwestern Distributors: Sonneborn Bros., Dallas, Tex.
Stocks Carried in Principal Cities

DRUGS • CHEMICALS • OILS • WAXES
Serving the needs of buyers both here and abroad, for a quarter of a century.
YOUR CONTACT WITH THE WORLD'S MARKETS
H.H. ROSENTHAL CO. INC
CABLE ADDRESS: "RODRUG" ALL CODES
25 EAST 26th STREET NEW YORK CITY

FINEST QUALITY
BICARBONATE OF SODA
SAL SODA (Carbonate of Soda Crystals)
MONOHYDRATE OF SODA
PIONEER WASHING SODA
CHURCH & DWIGHT CO.
70 PINE STREET Phone Digby 4-2121 NEW YORK CITY

1916 1941
To our many friends here and abroad---
We express our thanks for their confidence shown us over a period of 25 years.
We hope to have merited their continued cooperation which, on our part, we wholeheartedly pledge.
L. & R. ORGANIC PRODUCTS CO., Inc.
106-108 Reade Street New York, N. Y.
Aniline Dyes
Intermediates
Chemicals
25TH ANNIVERSARY 1916 1941
For All Industries

RAYOX · RAYCAL · SURFEX · DURITE
PEERLESS CLAY · RAYBAR · RAYSIL
PYRAX · MULTIFEX
THERMATOMIC BLACKS
R. T. VANDERBILT CO. N.Y. AMERICAN PRODUCTS

RAYOX—Pure Titanium Dioxide
RAYCAL—Titanium Calcium Pigment
SURFEX—Surface-Treated Calcium Carbonate
DURITE—Pure Phenolic Resin
PEERLESS CLAY—Domestic China Clay
RAYBAR—Titanium Barium Pigment
RAYSIL—Titanium Silicate Pigment
PYRAX—Ground Pyrophyllite
MULTIFEX—Colloidal Calcium Carbonate
THERMATOMIC BLACKS—Carbon Blacks of Low Oil Absorption
★
Write for Samples
EACH PRODUCT IS OF THE HIGHEST QUALITY IN ITS CLASS
R. T. VANDERBILT CO., Inc. · 230 PARK AVE. · NEW YORK